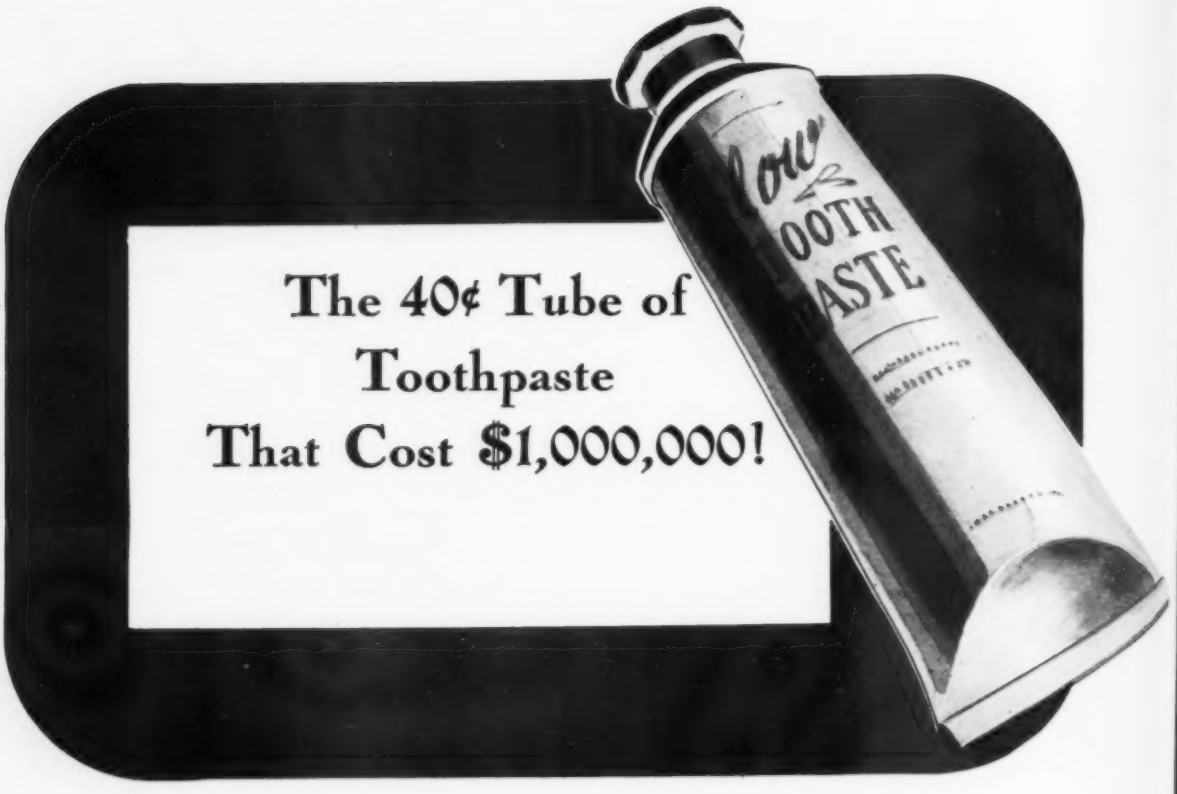
Drug & Cosmetic INDUSTRY

MAY 10 1947

April 1947



Millions of dollars' worth of research is the foundation on which the great American dentifrice industry is built. Equally tireless research backs each shipment of SNOWTOP USP Precipitated Calcium Carbonate.

That is why SNOWTOP USP more than meets the uncompromising standards set by American dentifrice manufacturers in their continuing endeavor to manufacture the world's finest tooth pastes and tooth powders.

Available in various grades, SNOWTOP meets *your* specifications. There's no changing of your formula to meet a variation in SNOWTOP, for SNOWTOP maintains a *consistent* high quality.

Approved by the Council on Dental Therapeutics of the American Dental Association, SNOWTOP USP has long served the dentifrice industry.

Remember . . . it's a *partnership* at Industrial Chemical Sales. Your research and ours go hand-in-hand!

SNOWTOP's best salesman is a sample. Write for yours today.

SNOW TOP

INDUSTRIAL CHEMICAL SALES

DIVISION WEST VIRGINIA PULP & PAPER COMPANY

230 PARK AVENUE
NEW YORK 17, N. Y.

35 E. WACKER DRIVE
CHICAGO 1, ILLINOIS

748 PUBLIC LEDGER BLDG
PHILADELPHIA 6, PA.

844 LEADER BLDG.
CLEVELAND 14, OHIO

USE THE *IDEAL CONTAINER* FOR SUNBURN CREAM!

COLLAPSIBLE TUBES are obviously the *ideal container* for sunburn cream. Compact, light in weight, sturdy, consumers find tubes easy to carry in handbag or beach kit. They can be used anywhere under the sun without danger of breakage or spilling . . ideal for vacation and travelling. Manufacturers find that few containers can equal the convenient, economical and sanitary features of tubes. Their lightness and toughness make them ideal for shipping . . no breakage problem. And when you specify tubes, be sure to "Specify *Sheffalloy*" (Sheffield Process) Collapsible Tubes. You will prefer their pliable extra strength; their fine, uniform quality; the craftsmanship that assures outstanding tube decoration. You can save time and trouble by ordering tube cartons simultaneously with the tubes, from this one dependable source. Write or wire our nearest office today for prices, samples, suggestions. No obligation, of course.

Sheffalloy
TRADE MARK REGISTERED
SHEFFIELD PROCESS
TUBES

If your tube filling facilities are inadequate, ship us your bulk product. We'll package it for you in tubes, jars or tins, ready for distribution. This is only ONE of the EXTRA services available at NEW ENGLAND!

NEW ENGLAND COLLAPSIBLE TUBE CO.

3132 S. CANAL ST., CHICAGO 16 • NEW LONDON, CONN. • W. K. SHEFFIELD, V. P., 500 FIFTH AVE., NEW YORK 18
T. C. SHEFFIELD, 7024 MELROSE AVE., LOS ANGELES 38 • C. W. MILLER, 151 COLE ST., SAN FRANCISCO 17
EXPORT DEPT: 500 FIFTH AVE., NEW YORK 18; CABLE "DENTIFRICE", NEW YORK

Drug & Cosmetic INDUSTRY

APRIL 1947

CONTENTS

KEEPING POSTED	461
THE INDEPENDENT DRUGGIST IN COSMETIC DISTRIBUTION	466
INSULATION AND AIR CONDITIONING IN PHARMACEUTICAL CANDY MANUFACTURE	468
VALUE OF THE BARBITURATES	470
850 MILLION IN 1946	473
ETHICAL SPECIALTIES THROUGH THE WHOLESALER	476
PRODUCTION OF SUBTILIN	478
OIL OF CINNAMON BARK FROM THE SEYCHELLES ISLANDS	480
PACKAGING AND SELLING	483
NEWS	503
PRODUCTION FORUM	515
YOUR TRADE-MARK RECORD	528
PATENT TRENDS AND THOUGHTS	532
PERFUMER'S SHELF	536
COMPOUNDER'S CORNER	540
ADVANCING THERAPY	544
PURCHASING DEPARTMENT	547
INDUSTRY'S BOOKS	557
READER'S QUESTIONS	559

The Drug and Cosmetic Industry is published monthly by Drug Markets, Inc., Frazer V. Sinclair, President and Treasurer; Thomas R. Farrell, Vice-president and Secretary. Publication Address, 28 Renne Ave., Pittsfield, Mass., U. S. A. Editorial and General Office, 101 West 31st St., New York, 1, N. Y., U. S. A.

Business Manager, Frazer V. Sinclair; Advertising Representatives, P. W. Alexander, Walter M. Brauneiss, C. R. Keeley, Dwight H. Early, 100 No. LaSalle St., Chicago 2; Production Manager, Katherine Hyde; Circulation Manager, Harry G. Kelbly.

Subscription price—$3.00 a year, in advance, Foreign Countries, $5.00. Single copies, 35c; Back issues 50c. Entered as Second Class Matter, January 1, 1928, at the Post Office at Pittsfield, Mass., under the Act of March 3, 1879

Member of Audit Bureau of Circulations.

Contents Copyrighted 1947 by Drug Markets, Inc.

Printed by Sun Printing Corp., Pittsfield, Mass.. U. S. A.

THOMAS R. FARRELL, Editor

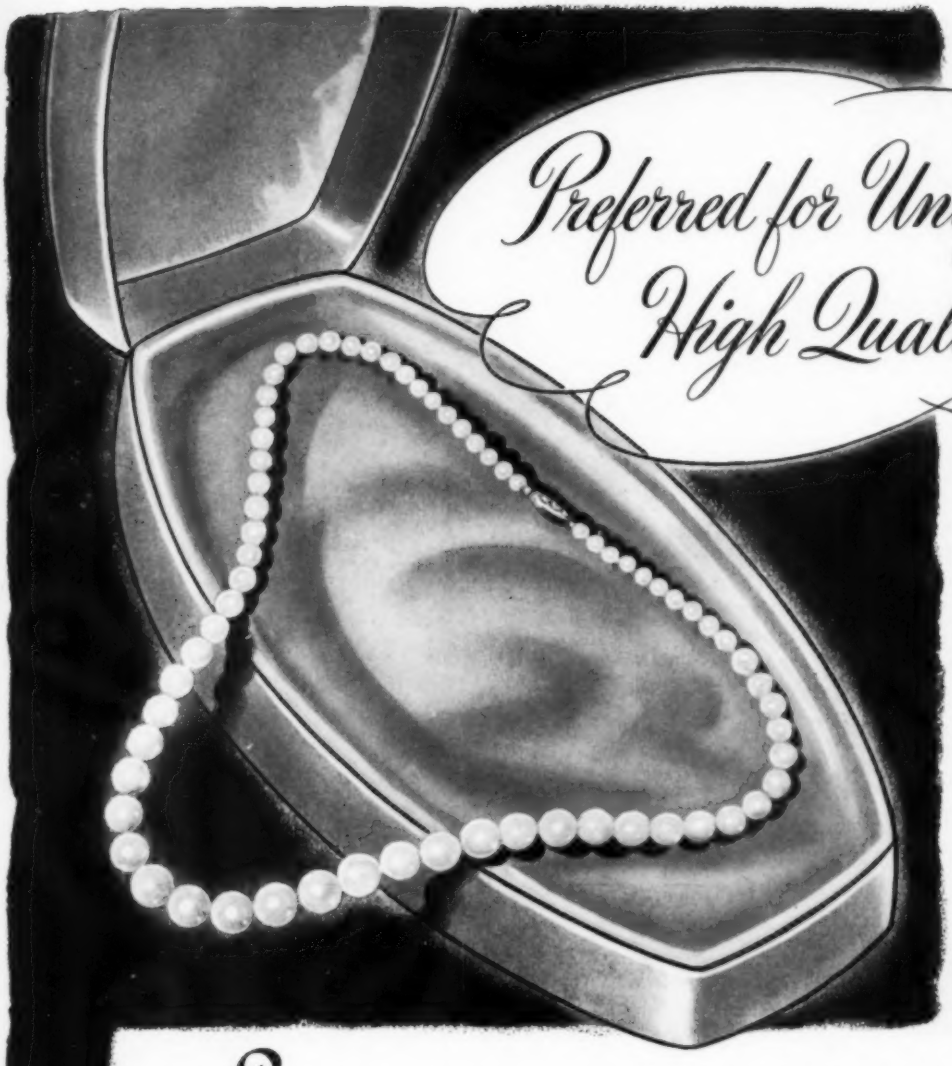
ELMER SHEETS, Managing Editor

FRANCIS CHILSON, Production Consultant

M. A. LESSER, Technical Editor

HARRY G. KELBLY, Raw Material Editor

HILDA C. McCOLLOM, Art Director



STANDARD SERVICE

Laboratory tested WHITE OILS

U. S. P. OILS

Standard's U. S. P. White Oils are absolutely pure and unvarying in quality.
They meet or exceed the requirements of U. S. Pharmacopoeia XII—Stanolind Liquid Paraffin Heavy, Merusol White Mineral Oil, Superla White Mineral Oils—Saybolt Universal Viscosities ranging from 85 to 345 seconds at 100° F.

TECHNICAL OILS

Superla White Rose Oil
Extra White Rose Oil
Premier White Oil
Eureka White Oil
White Rose Oil
Acme White Oil
Saybolt Universal Viscosities ranging from 50 to 100 seconds at 100° F.

PETROLATUMS

Stanolene (the premium white petrolatum)
Stanolind Petrolatum Snow White
Stanolind Petrolatum Lily White
Stanolind Petrolatum Cream White
Stanolind Petrolatum Golden Topaz
Stanolind Petrolatum Topaz
Stanolind Petrolatum Amber
Stanolind Petrolatum Red Veterinary
Stanolind Petrolatum Dark

Also deodorized base oils for insecticide manufacture

STANDARD OIL COMPANY
(INDIANA)
910 South Michigan Avenue, Chicago 80, Illinois

Cosmetic Creations

ORIGINALITY • VALUE
SAFETY • UNIFORMITY

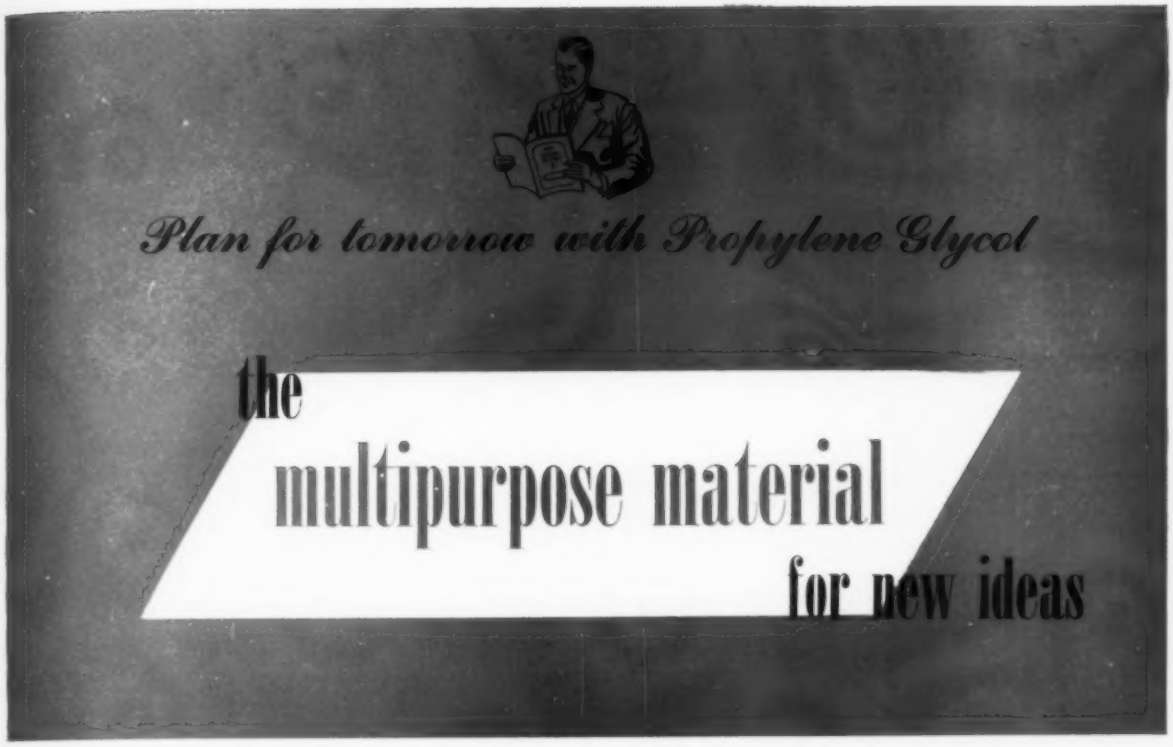
Your brand is more than a label. It is a product that must have consumer appeal—that must be uniform—that must surpass Government standards—that must keep ahead of competition by keeping pace with modern packaging and scientific developments.

For more than a quarter century *Paris* Cosmetics, Inc. has been privileged to serve in the manufacture of fine cosmetic products which have earned wide consumer popularity under famous brand names. This anonymous and confidential activity has been featured by uncompromising quality standards, a flair for creative suggestion and undeviating reliability. Stylists and purchasing agents seeking to improve lines or individual items are invited to consult *Paris* without obligation.

TITRATION: *One of the important methods in chemical analysis.* PARIS *titration apparatus is distinguished by the "electric eye" indicator which eliminates the human factor and assures super-accuracy. Systematic and rigorous analysis of all raw materials and finished products is regular* PARIS *procedure.*

Paris
COSMETICS, INC.
116 West 14th Street, New York 11, N. Y.
Cable: "Paristic New York"

EXCLUSIVELY UNDER PRIVATE LABEL—
Lipsticks • Face Powders • Dry Rouges • Cream Rouges • Cake Make-up
Eye Shadow • Mascara • Compact Powders • Dusting Powders
Face Creams • Perfumes • Colognes • Toilet Waters • Sachets • Lotions.
All products fully covered by manufacturers' liability insurance.



A MATERIAL worth getting acquainted with, Propylene Glycol may be able to show new ways to cut your flavor solvent costs. Here is an opportunity to obtain, in one *ingredient*, not only an excellent solvent but a combination of many other qualities as well:

Humectant	Plasticizer
Preservative	Extraction Medium
Flavor Extender	Vehicle

Food and pharmaceutical manufacturers have been quick to realize the possibilities of this solvent that can improve their product while reducing flavor costs. Many flavor manufacturers are taking advantage of the strong selling point of *longer shelf life* of goods containing flavors made with Propylene Glycol, N.F. A growing number of other industries are turning to Propylene Glycol as a means of effecting new economies and simplifications in their own processes.

Produced to National Formulary standards of purity, Dow Propylene Glycol is a clear, slightly viscous liquid, boiling at 185-190° C., miscible with water and many other liquids. It will dissolve many dyes, oils, and other organic and inorganic substances. Dow Propylene Glycol is shipped in specially lined containers to protect its quality and purity.

50th Anniversary • 1897-1947

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

New York • Boston • Philadelphia • Washington • Cleveland • Detroit • Chicago
St. Louis • Houston • San Francisco • Los Angeles • Seattle
Dow Chemical of Canada, Limited, Toronto, Ontario

Dow Propylene Glycol, n.f.

DOW

CHEMICALS INDISPENSABLE TO INDUSTRY AND AGRICULTURE

Givaudan

A versatile odor of Distinguished Quality

Heliotropin

Long a favorite among perfumers throughout the world, heliotropin is indispensable not only in the creation of the odor of the flower that bears its name but also in the blending of the finest lilac fragrance, and in all types of floral bouquets. Givaudan brings to its production a wealth of specialized skill and experience. When you use Givaudan Heliotropin you may be confident that it meets the highest standards of quality and uniformity to be obtained in this valuable and distinctive floral odor.

"TRADITIONALLY...PROGRESSIVELY...
DEPENDABLY GIVAUDAN"

GIVAUDAN-DELAWANNA, INC.

330 WEST 42nd STREET, NEW YORK 18, N. Y.

BRANCHES: Philadelphia • Los Angeles • Cincinnati • Detroit • Chicago • Seattle • Montreal

Kolmar COSMETICS Coast TO Coast

★ Laboratories and plants
● Sales offices

The opening of the new Hollywood Kolmar plant gives us five strategically-located plants in the United States and one in Canada. The result is a valuable saving of time and carrying charges in the delivery of your product . . . and should one of our plants be temporarily incapacitated for any reason, production of your cosmetics would immediately be continued at another Kolmar plant. No other one private label cosmetic manufacturer can assure you of this speedy, economical, country-wide service.

Each one of our plants affords the most modern production facilities and the same high type of technical skill necessary to produce scientifically-tested formulas . . . the kind that has won recognition for Kolmar as the world's largest exclusive producers of private label cosmetics.

KOLMAR products include Lip Stick, Dry Rouge, Loose Face Powder, Cake Make-Up, Foundation Creams, Liquid Make-Up, Eye Shadow, Mascara, Lotions, Colognes, Perfumes and other cosmetics. We are also known as the world's largest producers of Vanity Puffs.

REPRESENTATIVES: M. C. BOYD, DOUGLAS HAGGERTY, THOMAS LA PRELLE, EMPIRE STATE BUILDING, ROOM 635, NEW YORK, N. Y.; WARREN M. CURRY, 350 NELSON STREET, S. W., ATLANTA 3, GA.; NORMAN KOLE, 419 MERCHANDISE MART, CHICAGO, ILL.; J. C. WEILER, K. A. HENRY, 8823 FORSYTHE BLVD., ST. LOUIS 5, MO.; R. F. G. BYINGTON, 1280 N. WESTERN AVE., LOS ANGELES, CALIF.; RICHARD F. SPICKER, 419 WEST FIFTH ST., CINCINNATI, OHIO.

LABORATORIES

PRIVATE LABEL COSMETICS EXCLUSIVELY

ROWAG

QUALITY LANOLIN for BETTER CREAMS and OINTMENTS

Put that "plus value" in your products by using ROWAG AA... the Lanolin that puts QUALITY into your creams and ointments.

ROWAG AA is free from impurities and has a consistently high cholesterol content (15% to 16%). It is an exceptionally effective skin softening agent and emolient and has clear color and clean odor. As a powerful emulsifier and emulsion stabilizer ROWAG AA is unsurpassed.

Write for full details and learn why ROWAG AA Lanolin is the preferred Lanolin of many of America's leading cosmetic manufacturers.

ROBINSON WAGNER CO., INC.

LANOLIN · LANOLIN ALCOHOLS · ALCOLAN · CETAL · BEESWAX

110 EAST 42nd STREET • NEW YORK 17, N. Y.

Cable Address: "ROWAG" • *Plant:* MAMARONECK, N. Y.

schimmel

for

SUN TAN COSMETICS

two effective ray-screening agents

FILTROSOL A

Absorbed by the skin like an oil. Suitable in creams, liquid creams, oils, etc. Not water soluble.

FILTROSOL B

Water soluble. Ideal for aqueous emulsions including lotions containing diluted alcohol.

for

PERFUMING SUN PREPARATIONS

The following are particularly suitable

RED CLOVER—KS 3077
fresh

LAVENDER—3516
attractive

ERMOSA—S 4194
fragrant

HABANITA MAYA—4656
fancy, modern

GARDENIA—4691
light, agreeable

JASMINE MAYA—4652
sweet, pervasive

Schimmel products of proven quality
used everywhere under the sun.

Schimmel & Co., Inc.

601 West 26th Street, New York 1, N. Y.

NEW HOMOGENIZED LIPSTICK!

1. EXTRA SMOOTH
2. LONGER LASTING
3. NON-TOXIC-EVEN TO SENSITIVE LIPS
4. EMOLLIENT MADE—SOFT AND SOOTHING

YES, you'll find our new emollient lipstick is well worth investigation.

We can also handle a limited number of new orders for creams, powders, lotions, rouges, eye preparations, perfume, cologne and other specialties. Whether you want us to follow your specifications or ours, you are assured of high quality and efficient service.

W. F. ZIMMERMAN, INC.

404 Fourth Avenue
New York 16, N. Y.

2 Plants

605-635 So. 21st St.
Irvington, N. J.

• Manufacturers • Packagers •

QUALITY INTEGRITY SERVICE

Mexican Representative: Sixto Noreiga R., Apartado 697, Mexico, D. F.

What's Your Problem?

FINANCE? PRODUCTION? PLANNING?

ARE YOU OVER-EXTENDED?

LARGE, FINANCIALLY SOUND ORGANIZATION IN THE EAST WITH MODERN COSMETIC PLANT

offers these services:

● **FINANCE:** Payments too slow for current inventory? We can finance accounts receivable—raw materials—packaging supplies, etc.

● **PRODUCTION:** Present Production inadequate? Quality poor? Costs too high? Our modern plant can surpass your expectations on all these counts.

● **PACKAGING:** Are your packages out of date? Our artists and packaging experts can help you—from the creative design to the final package.

● **RESEARCH CONTROL:** Products behind the times? Quality irregular? New items needed? Our large laboratory staffed by experts is well equipped with the most modern apparatus for developing the "right" new items and for improving standards on present products.

● **PURCHASING:** Need Lower Prices? Better Sources? Lowest market prices and assured deliveries are yours, due to our huge purchasing power.

● **EXPORT:** Want important new markets all over the globe? Our agents cover every major market. We are thoroughly familiar with every country and its potentials.

● **OFFICE STAFF:** Need efficient office management and procedure? Our competent personnel is expertly trained in statistics, billing, correspondence and all office routine.

No private brand packing. No sales organization. Our facilities are available only where our financial interest is part of the deal. We are interested in active volume items only. No untried developments.

In reply state volume and present resources. Write full particulars to THE WESLEY ASSOCIATES, 347 Madison Ave., New York 17, N. Y.

New! Specially Developed
Perfume oils *for* Cream Shampoos

THE fragrance in your cream shampoo is an important factor in its popularity. The fragrance must be delicate, long-lasting and appeal to women of all ages and types. Our Perfumer-Chemists have prepared a new Crema Line of specially developed perfume oils for cream shampoos. These new oils blend perfectly with cream shampoos, impart a lasting fragrance and are available in 10 different odors, all of which have proved their consumer acceptance.

Send us a sample of your own cream shampoo. Our Perfumer-Chemists will be glad to suggest the Crema Perfume Oil which will give it greatest sales appeal. Or—if you wish to make your own experiments—we'll be glad to send you a sample of the fragrance you prefer.

• • •

The Crema Line of perfume oils for cream shampoos are available in the following fragrances:

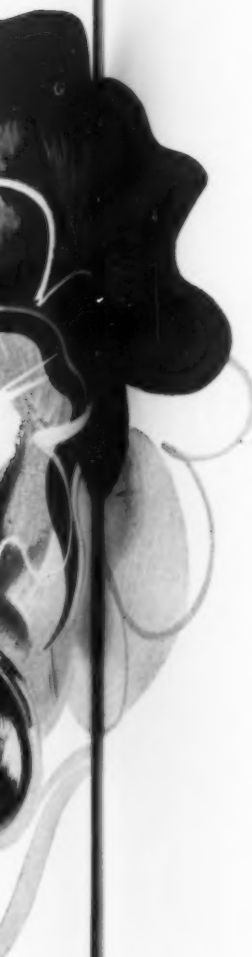
CREMA ROSE • CREMA PINE • CREMA APPLE BLOSSOM • CREMA LAVENDER • CREMA GARDENIA
CREMA HONEYSUCKLE • CREMA JASMIN • CREMA EAU DE COLOGNE • CREMA CARNATION • CREMA BOUQUET

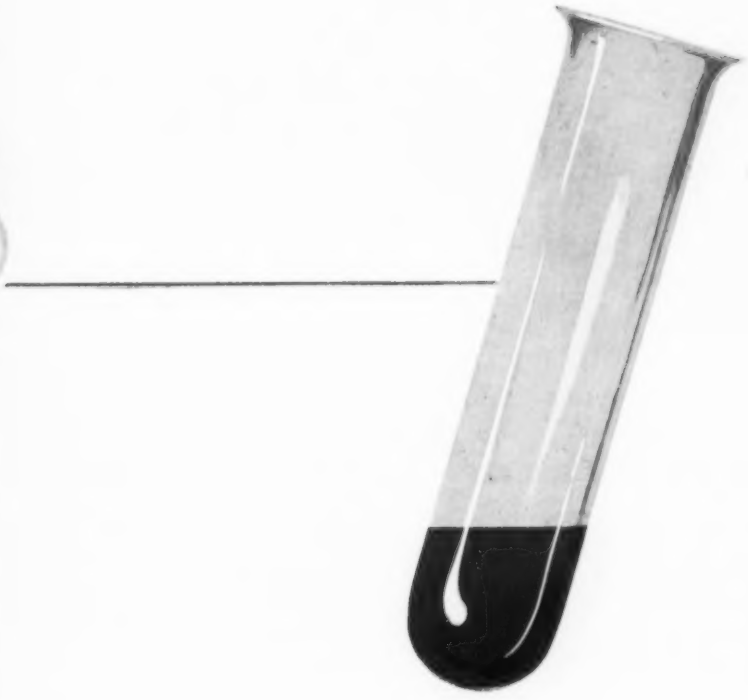
Aromatic Products Inc.

15 East 30th Street, New York 16, N. Y.

ATLANTA • CHICAGO • DALLAS • PITTSBURGH • MEMPHIS • SAN FRANCISCO • LOS ANGELES

perfume dreams come true





Your ideal can be achieved **ask vA-H**

Manufacturers of basic perfume materials

van AMERINGEN-HAEBLER, Inc.
315 Fourth Avenue, N. Y. 10

Woman of Destiny

YOUR COMPETITORS'... AND YOURS!

SHE's no femme fatale... but sales curves rise or fall at her will. Meet Madame Consumer, who can bestow success upon a product simply by saying "I'll take this." Almost always, the product of her choice is the one with superior taste or scent-appeal.

Little wonder many firms find that a simple improvement in the odor or flavor of a product works pure sales-magic. As one of the world's great suppliers of Essential Oils, Perfume Oils, and Concentrated Flavors, MAGNUS, MABEE & REYNARD, INC. has cooperated with many manufacturers in the establishment of completely individualized flavor or odor personality for products old and new.

The facilities of our laboratories and more than 50 years of specialized experience are available to you without obligation.

MAGNUS, MABEE & REYNARD, INC.

SINCE 1895 ... ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS

16 DESBROSSES STREET, NEW YORK 13, N. Y. • 221 NORTH LASALLE STREET, CHICAGO 1, ILL.

Builders of PRODUCT PREFERENCE through QUALITY ESSENTIAL OILS PERFUMING MATERIALS and CONCENTRATED FLAVORS Since 1895

Angeles: Braun Corp. • Seattle, Portland, Spokane. Van Waters & Rogers, Inc. • San Francisco Braun-Knecht-Heimann Co. • Canada: Richardson Agencies, Ltd., Toronto

Get the Facts on Hooker Chemicals from our New General Products List

We've increased the size of our General Products List from 4 to 20 pages. Several new products have been added and you will want to be brought up to date on our chemicals. The increase in pages comes from an endeavor to make it easier for you to get the information you want about Hooker Chemicals.

Larger type, graphic formulas, and a new format facilitate your finding the chemicals in which you are interested. Included are description, principal physical and chemical properties, uses, and shipping containers. This new products list also describes briefly the various chemical processes and facilities which Hooker has available for industry.

You who are not yet acquainted with Hooker Chemicals will find this new Products List an excellent introduction to a source for industrial chemicals of high purity; it will also pay you to refer to this Bulletin whenever you need chemicals. Feel free, too, to call on Hooker's Technical Staff for advice and help on the application of Hooker Chemicals to your problems.

The words "Bulletin 100" on your business letterhead will bring you a copy of the Hooker General Products List.

HOOKER
ELECTROCHEMICAL
COMPANY

13 Forty-Seventh Street, Niagara Falls, N. Y.
New York, N. Y. Wilmington, Calif.
Tacoma, Wash.

HOOKER CHEMICALS

From the salt of the earth

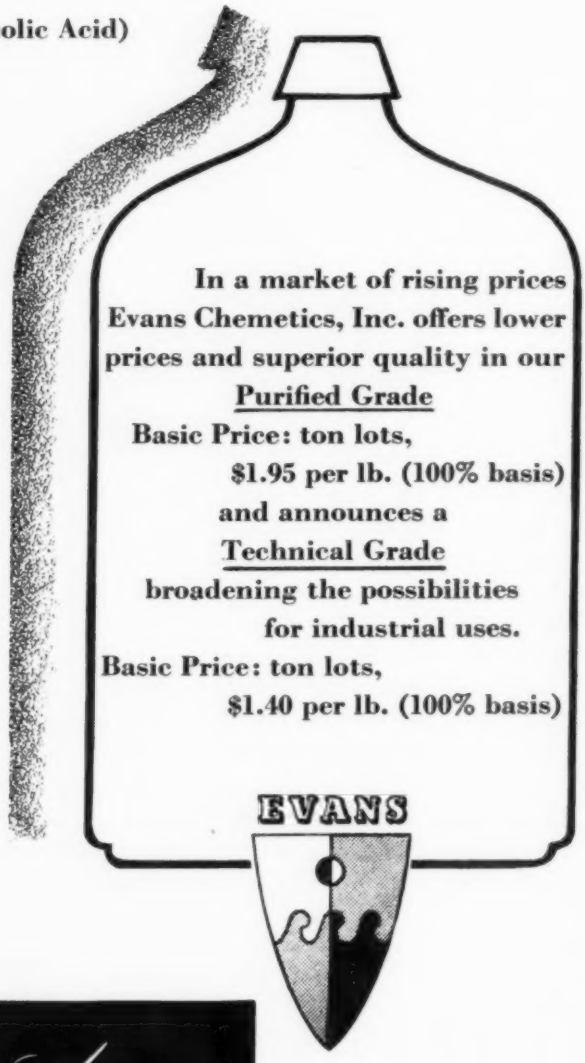
Caustic Soda	**Muriatic Acid**	**Sodium Sulfide**
Paradichlorbenzene	**Chlorine**	**Sodium Sulfhydrate**

Prices Reduced—Again

on

Thiovanic Acid

(Vacuum Distilled Thioglycolic Acid)



In a market of rising prices Evans Chemetics, Inc. offers lower prices and superior quality in our

Purified Grade

Basic Price: ton lots, $1.95 per lb. (100% basis)

and announces a

Technical Grade

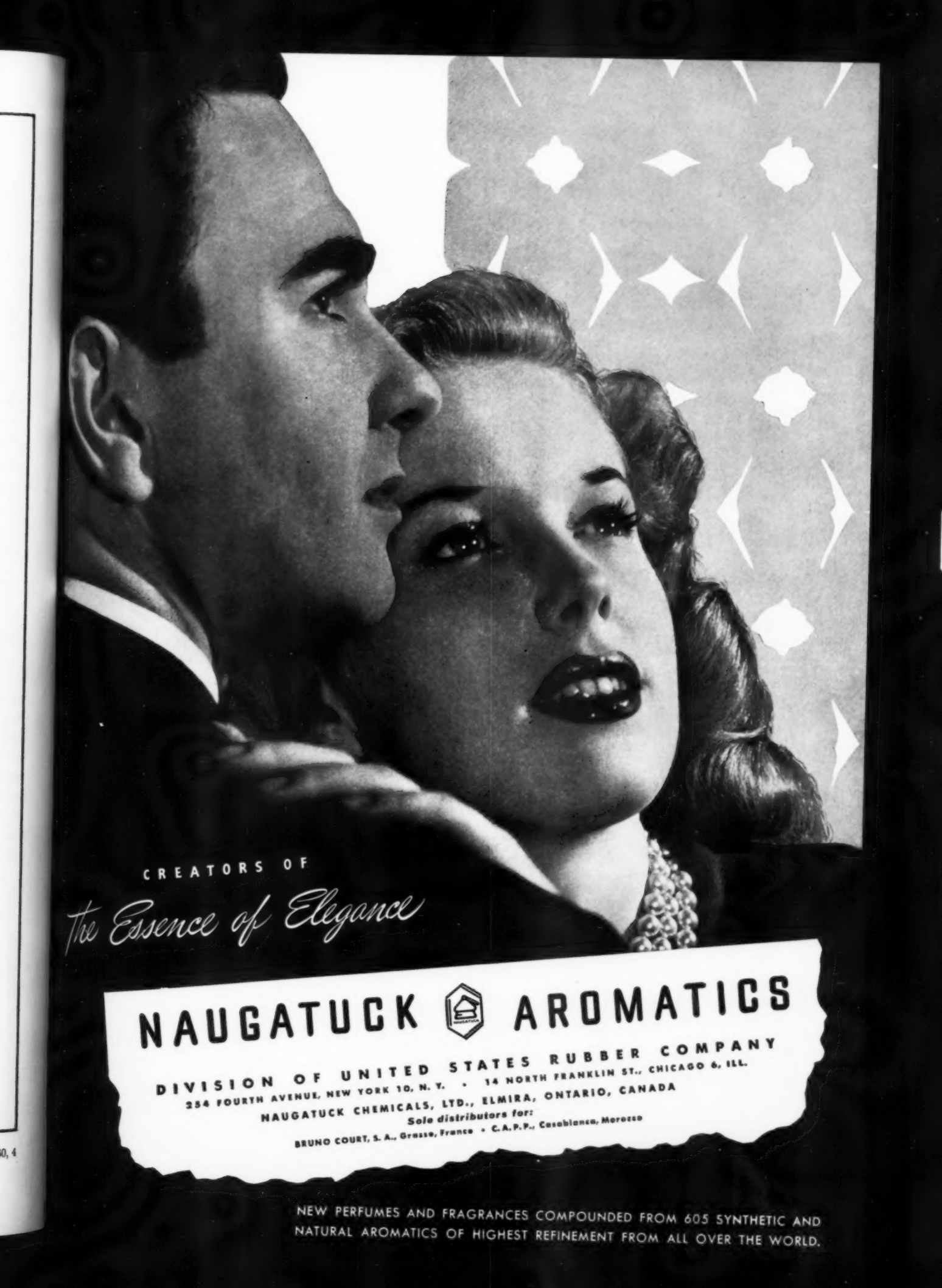
broadening the possibilities for industrial uses.

Basic Price: ton lots, $1.40 per lb. (100% basis)

Evans Chemetics INC.

250 EAST 43rd STREET, NEW YORK 17, N. Y.

In England, Evans Chemicals, Limited


CREATORS OF
the Essence of Elegance
NAUGATUCK AROMATICS
DIVISION OF UNITED STATES RUBBER COMPANY
254 FOURTH AVENUE, NEW YORK 10, N. Y. • 14 NORTH FRANKLIN ST., CHICAGO 6, ILL.
NAUGATUCK CHEMICALS, LTD., ELMIRA, ONTARIO, CANADA
Sole distributors for:
BRUNO COURT, S. A., Grasse, France • C. A. P. P., Casablanca, Morocco
NEW PERFUMES AND FRAGRANCES COMPOUNDED FROM 605 SYNTHETIC AND
NATURAL AROMATICS OF HIGHEST REFINEMENT FROM ALL OVER THE WORLD.

Now comes the SHOWDOWN!

You've dolled up your product, advertised it, got her to try it. But if, when it's used, it has a watery, "settled out" or curdled appearance, you're out of luck on profitable repeat sales.

Many manufacturers, alert to this fact, are now improving their products with Kraystay. This remarkable vegetable stabilizer gives many products an *even* and *lasting* distribution of color and body.

Kraystay has unusual stabilizing, emulsifying and suspending effects. Used in a more concentrated solution, a thickening or gelling can be accomplished. Kraystay is adaptable for use in cream lotions, hand lotions, toothpaste, cosmetics, pharmaceuticals, foods, and many other products of *medium* or *low* acidity.

Find out more about Kraystay. Call or write today, stating the nature of your product. Or, if you wish to submit your formula, Kraft technicians will be glad to assist you in the application of Kraystay to it. Kraft Foods Company, Dept. Y-12, 500 Peshtigo Court. Chicago 90, Illinois.

FROM TINY FRONDS OF CARRAGEEN *(edible Irish moss) gathered from the cold ocean floor, Kraft extracts a clear, pure vegetable gelose for use in the manufacture of Kraystay. Modern scientific laboratory control insures the uniform high quality of this consistently efficient stabilizer.*

KRAYSTAY

MADE BY KRAFT

A NEW DEVELOPMENT IN VEGETABLE STABILIZERS

PARASEPTS®

Neutral Esters of Parahydroxybenzoic Acid

Preservatives. For products containing gums, mucilages, glue, carbohydrates, fats and oils, and other products subject to deterioration through mold growth, fungus formation, or yeast and bacterial action.

Under certain conditions Parasepts can be used to provide antiseptic properties in lotions, creams, and powders.

Write to us for information on the application of Parasepts to your field of manufacture.

PARASEPTS AVAILABLE:

Methyl Parasept
Ethyl Parasept
Propyl Parasept
Butyl Parasept
Benzyl Parasept

SUPPLIED: 5-lb. cartons; 25-lb. and 100-lb. fiber drums.

HEYDEN CHEMICAL CORPORATION
393 Seventh Ave., — New York 1, N. Y.
CHICAGO OFFICE, 20 North Wacker Drive
PHILADELPHIA OFFICE, 1700 Walnut Street

FARNESIANE

The real odor of the Cassie Flower

BRUONIAX

An original note for a modern and spicy perfume

ROURE-DUPONT, INC.

ESSENTIAL OILS, AROMATIC CHEMICALS AND PERFUME BASES

GENERAL OFFICES

366 MADISON AVENUE, NEW YORK 17, N. Y.

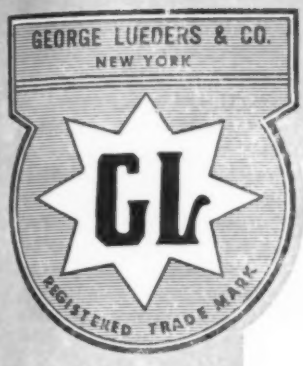
CHICAGO BRANCH
510 NORTH DEARBORN ST.

LOS ANGELES BRANCH
5517 SUNSET BOULEVARD, HOLLYWOOD

SOLE AGENTS IN UNITED STATES AND CANADA FOR

ROURE-BERTRAND FILS et JUSTIN DUPONT

GRASSE (A. M.) FRANCE — ARGENTEUIL (S. & O.) FRANCE



AMERICAN DISTILLED OILS

PRODUCED AT OUR BROOKLYN FACTORY

CLOVE		OPOPONAX
NUTMEG	CELERY	PIMENTO
ORRIS LIQUID, CONC.		OLIBANUM

also

LINALOOL CITRAL EUGENOL

RESIN LIQUIDS

OLIBANUM	ORRIS	BALSAM PERU
LABDANUM		BALSAM TOLU
OPOPONAX	STYRAX	TONKA

Essential Oils • Aromatic Chemicals • Perfume Materials • Colors

GEORGE LUEDERS & CO

427 WASHINGTON STREET, NEW YORK 13, N.Y.

CHICAGO • SAN FRANCISCO • MONTREAL • ST. LOUIS • PHILADELPHIA • LOS ANGELES • TORONTO

ESTABLISHED 1885

CONSTANT RESEARCH

Determination of comparative melting points in the Merck Research Laboratories.

MANUFACTURING EXPERIENCE

Fine chemicals for the professions and industry since 1818.

MERCK

has the right combination for fine Cosmetic Chemicals

TO guarantee a uniform product of highest quality, extreme precautions are taken to select the best raw materials available and to carry out the various purifying and manufacturing processes under proper control.

Definite testing routines make certain that Merck Chemicals conform to rigid standards of purity and uniformity before they are released for sale.

LABORATORY CONTROL

One of the unique "Merck Cross Tables" in the Merck Analytical Laboratories.

SCIENTIFIC PACKAGING

A corner of the Merck Container Laboratory.

We invite you to consult us regarding your manufacturing problems and requirements.

MERCK & CO., Inc. *Manufacturing Chemists* RAHWAY, N.J.

New York, N. Y. · Philadelphia, Pa. · St. Louis, Mo. · Elkton, Va. · Chicago, Ill. · Los Angeles, Cal.

In Canada: MERCK & CO., Ltd., Montreal • Toronto • Valleyfield

3 Distinguished Names
In The Perfume and Flavoring Industry

DR. ALEXANDER KATZ & CO.
Perfume and Flavoring
Raw Materials of Quality
MADE IN CALIFORNIA
•
PAMIR TIBET
Supreme Perfume Base

F. RITTER & CO.
Established 1876
•
RITTER GARDENIA SUPREME
RITTER EAU DE COLOGNE OIL

ESSENTIAL AROMATICS CORP.
•
ESSENTIAL ALDEHYDES
For Perfumes and Flavorings
Octyl - Decyl - Lauric

CONCENTRATED
CITRUS OILS
Five and Ten Fold
Lemon – Lime – Orange

Our Research Laboratory Is At Your Service

DR. ALEXANDER KATZ & CO. 4641-43 HOLLYWOOD BOULEVARD, LOS ANGELES 27, CALIF.
948 HOWARD STREET, SAN FRANCISCO 3, CALIFORNIA

ESSENTIAL AROMATICS CORP. 304 EAST 23rd STREET, NEW YORK 10, NEW YORK

CHICAGO • DALLAS • SAN FRANCISCO • SEATTLE • NEW ORLEANS

Look to CALCO for your supply of Calcium Pantothenate

CALCO's Bulk Pharmaceuticals

SULFADIAZINE U.S.P.
(powder or micro crystal)
. . . the Sulfa drug of choice
Sodium Sulfadiazine U.S.P.
Sulfamerazine U.S.P.
Sodium Sulfamerazine U.S.P.
Sulfanilamide U.S.P.
(powder, crystal and micro crystal)
Sulfathiazole U.S.P.
(powder, crystal and micro crystal)
Sodium Sulfathiazole U.S.P.
Sulfapyridine N.F.
Sodium Sulfapyridine
Aminoacetic Acid N.F.
Calcium Pantothenate (Dextro)
Choline Chloride
Choline Dihydrogen Citrate
Cinchophen N.F.
(and Sodium Salt)
Neocinchophen U.S.P.
Mandelic Acid N.F.
Calcium Mandelate U.S.P.
Menadione U.S.P.
Methylene Blue U.S.P.
(powder or crystals)
Nicotinic Acid U.S.P.
Nicotinamide U.S.P.
Saligenin
Thiouracil
Phenothiazine N.F.
(Regular and Drench grades for Veterinary use)
Certified Colors for Pharmaceutical and Cosmetic Use

Calcium Pantothenate (Calco) is the calcium salt of dextrorotatory Pantothenic Acid. This latter compound is identical with one of the natural components of the Vitamin B Complex and it is twice as potent as the racemic (dl) form. This is an important factor where there is a limit as to size of the capsule or tablet.

Pantothenic Acid is essential for chicks for the prevention of dermatitis and for rats and other animals for the prevention of certain dermatitis symptoms.

Although the role of Pantothenic Acid in human nutrition is not yet established, Calcium Pantothenate is widely used as a component of, and a supplement to, Vitamin B Complex preparations both for human and animal diets.

★ *Precise and complete analytical control*

★ *Technical bulletins available*

★ *A technical service ready to assist in application problems.*

Pharmaceutical Department

Calco

REG. U.S. PAT. OFF.

CALCO CHEMICAL DIVISION
AMERICAN CYANAMID COMPANY
Bound Brook, New Jersey

Represented in Canada by Calco Chemical Division
North American Cyanamid, Limited
P. O. Box 10, St. Lambert, Montreal 23, P. Q.
Royal Bank Bldg., Toronto 1, Ontario

Fragrance for a Sophisticate

ELYNIELLE 5507

Keyed to the sophisticated taste, this new creation of our perfume laboratories will appeal to the manufacturer who is looking for an odor distinctively different in conception and execution.

VAN DYK & COMPANY, INC. *Pioneer American Manufacturers of Perfume Aromatics*
Belleville 9, New Jersey
Los Angeles 12: 1282 Sunset Boulevard

MORE EYES REACH FOR YOUR PRODUCT

IN CARTONS OF COATED LITHWITE*

. . . THE QUALITY CLAY-COATED PAPERBOARD

"Catch-their-eye" quality! That's becoming requirement No. 1 for packages as they face a growing battle for attention on the shelves and counters of today's modern stores. And that's where cartons of *Coated* Lithwite are giving many a mass merchandiser a big advantage. For *Coated* Lithwite is the quality *clay-coated* paperboard that makes brighter, crisper, more "eye-tractive" cartons *practical* for mass producers. Made in one straight-through operation . . . quality-controlled every step of the way . . . *Coated* Lithwite has been *performance-proved* for 8 straight years. Production is currently sold up . . . but why not let us show you, *now*, what *Coated* Lithwite and Gardner-Richardson carton craftsmanship can do to make more eyes reach for *your* product?

Whiter. Brighter. Takes inks brilliantly. Coated Lithwite's smooth chalk-free surface takes plate impressions uniformly, brings up colors vividly. Rub-resisting. Fade-resisting. Easier to glue. Performance-proved for 8 years.

A product of THE GARDNER-RICHARDSON CO.

Manufacturers of Folding Cartons and Boxboard, Middletown, Ohio

*Reg. U.S. Pat. Off.

Sales Representatives in Boston, Chicago, Detroit, New York, Philadelphia, Pittsburgh, St. Louis.

The DOMINANT *Notes*

QUALITY • STRENGTH • PURITY

Just as musicians of supreme rank have enhanced the world's appreciation of fine music by quality performances, so has our Essential Oils and Aromatic Chemicals Division contributed to the high standards of the perfume industry by supplying the finest basic materials.

Our laboratory technicians, creative artists in their own right, bring to their work the knowledge and skill, and the technique of rigid laboratory control, so necessary to products of quality.

JASMONENE EXTRA . . . a definite chemical body, possessing strength . . . and freedom from harshness . . . is one of our many superior bases. It enables the perfumer to build fine quality Jasmine and other outstanding bouquet notes.

We also offer OIL COSTUS, a product of our own distillation, which is much in demand by discriminating perfumers.

Our Other Products of Distinction are:

ALDEHYDE C-12 MNA	CARVONE	RHODINOL
ALDEHYDE C-14	LINALOOL	RHODINYL ACETATE
ALDEHYDE C-16	LINALYL ACETATE 90/92%	RHODINYL BUTYRATE

S. B. PENICK & COMPANY

ESSENTIAL OILS AND AROMATIC CHEMICALS DIVISION

50 CHURCH STREET
NEW YORK 7, N. Y.
Telephone: COrtlandt 7-1970

735 W. DIVISION STREET
CHICAGO 10, ILL.
Telephone: MOHawk 5651

Outstanding Synfleur Specialties

★

Fougere-R (*$15.00 lb.*)

A distinctive Fougere type. Exceedingly rich and popular.

Jasmine D'Espagne-A (*$12.00 lb.*)

The perfume for all purposes where a real Jasmine character is desired.

Chenia 10 (*$9.50 lb.*)

An Oriental creation. Exotic, distinctive and different

Samples upon request.

Synfleur Scientific Laboratories, Inc. Monticello, N.Y.

REG. U.S. PAT. OFF.

FOUNDED 1889 BY ALOIS VON ISAKOVICS

ATLANTA · DETROIT · HAVANA · RIO DE JANEIRO · MEXICO, D.F.

NEW YORK CITY EXPERIMENTAL LABORATORY—509 MADISON AVENUE, NEW YORK 22, N. Y.—ELDORADO 5-4757

E. F. DREW & CO., INC.

CAPRIC
CAPRYLIC
LAURIC
COCONUT
PEANUT
CORN
SOYA
LINSEED
OLEIC
●
STEARIC ACID
●
GLYCERINE HIGH GRAVITY
GLYCERINE CRUDE 88%
LIQUID PITCH
●

THE LEADING PRODUCERS OF DISTILLED FATTY ACIDS

WECOLINE DIVISION

E. F. DREW & CO., INC. • 15 EAST 26th ST. • NEW YORK 10, N. Y.

Boston: Chamber of Commerce Building • Chicago: 919 N. Michigan Avenue

HENRI ROBERT INC.

News of Importance to AMERICAN PERFUMERS
Who Want Success Through Quality

HENRI ROBERT Inc.

Distinctive American raw materials for perfume . . . in the French tradition

39 WEST 60TH ST., NEW YORK 23, N. Y.

CABLE ADDRESS HENROBERT TELEPHONE: CIRCLE 5-8521 CODES: A.B.C. 5TH & 6TH EDITION

announces:

He is now the exclusive representative in the Western Hemisphere for:

SYNAROME
S A R L au Capital de 1.000.000 de Francs

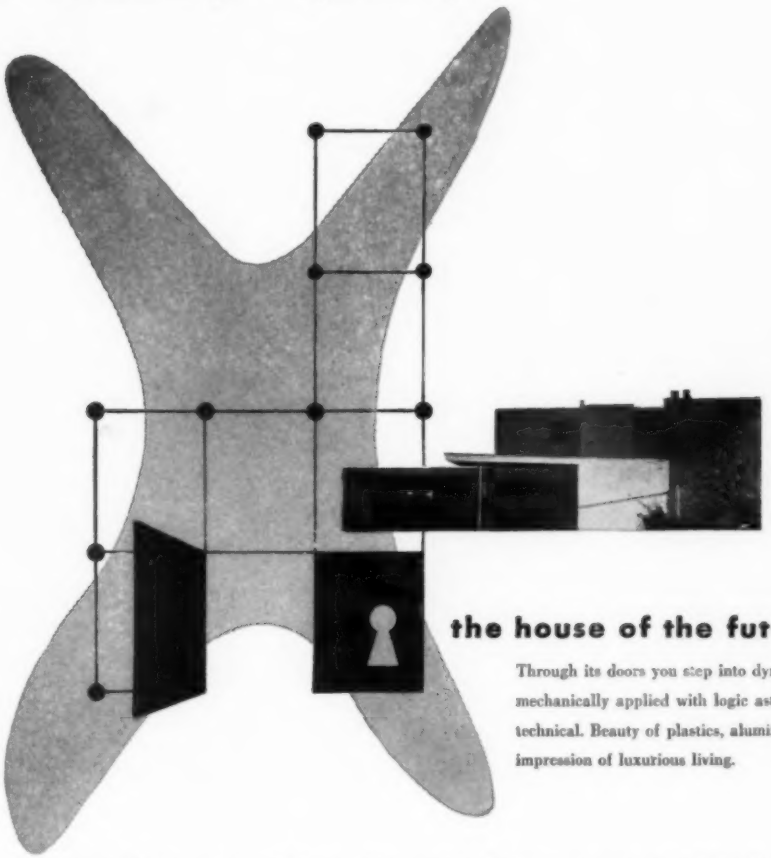
LABORATOIRES SYNAROME
Asnieres (Seine)
CREATOR OF AMBRAROME, CARDAMINE AND OTHER VERY MODERN SPECIALTIES USED IN MANY LEADING SUCCESSES DURING THE PAST DECADE

LES FILS DE
JOSEPH ROBERT
91 RUE DE L'UNIVERSITE
PARIS VII
SPECIALISTS IN FLORAL PRODUCTS
FROM GRASSE
ESSENTIAL OILS AND ABSOLUTES OF EXCEPTIONAL QUALITY MANUFACTURED FROM THE PRINCIPLES ESTABLISHED IN 1890 BY JOSEPH ROBERT

HENRI L. ROBERT
CREATEUR DE PARFUMS

WILL PERSONALLY HELP YOU UTILIZE THESE THREE SOURCES OF OUTSTANDING RAW MATERIAL AND ENABLE YOU TO DEVELOP MODERN PERFUMES OF BEST QUALITY AND HIGHEST SALES APPEAL.

dynamic **medicinals** *for a dynamic age*



the house of the future

Through its doors you step into dynamic philosophy mechanically applied with logic astonishingly technical. Beauty of plastics, aluminum and steel give the impression of luxurious living.

yet there is nothing new about its principles **except their application**

the elixir

Pleasant flavor and stability make Strong Cobb elixirs favored by private formula owners. Economies result from dynamic production with its complement of analysis after analysis. Shipment to distribution centers or drops to customers complete Strong Cobb's service.

Liquids, tablets, capsules and creams have tomorrow's precision control engineered into them by Strong Cobb's dynamic manufacture.

Our technical sales director will be pleased to consider your problem.

Strong Cobb & Company Inc.

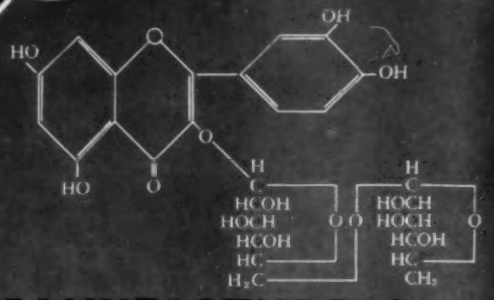
Strong Cobb Division of Standard Brands Incorporated
Cleveland 4, Ohio

PENICK

Rutin

for

PHARMACEUTICAL MANUFACTURERS



S. B. PENICK & COMPANY have been producing RUTIN successfully on a factory scale for the past several months and take pleasure in announcing their plans to continue developing the bulk production of the glycoside, *the commercial manufacture of which they have pioneered.*

This production has entailed the cultivation and proper harvesting of buckwheat under the direction of the PENICK PILOT PLANT FARMS; the planning of an adequate factory process by the chemical engineering staff, and the elaboration of chemical and physical standards relating to percentage purity, color indices, freedom from pigment, etc., with a view to RUTIN-Penick being of the highest possible quality.

Write for your copy
of the booklet
"THE STORY OF RUTIN"

In Bulk Only

S. B. PENICK & COMPANY

50 CHURCH STREET, NEW YORK 7, N. Y.
Telephone, COrtlandt 7-1970

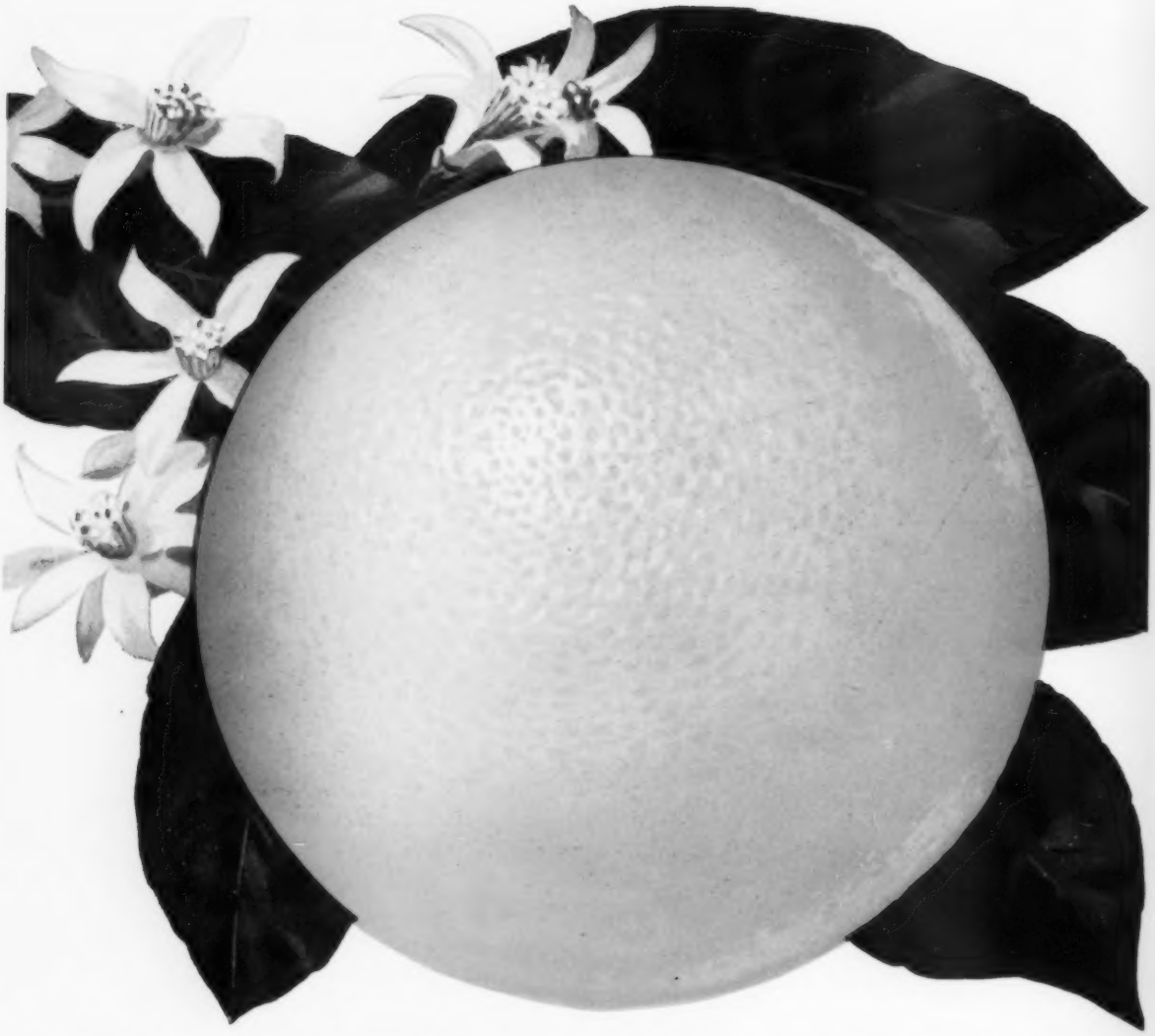
735 WEST DIVISION STREET, CHICAGO 10, ILL.
Telephone, MOHawk 5651

NEROLI BIGARADE IMITATION . . . a product of superlative qualities . . . second to none in its matchless duplication of the true orange blossom essence . . . a synthetic "natural", developed to meet the most exacting requirements of the discriminating perfumer . . . another floral classic by Syntomatic.

AROMATICS • ESSENTIAL OILS
PERFUMERS' MATERIALS

SYNTOMATIC CORPORATION

114 EAST 32nd STREET • NEW YORK 16, N.Y. • MURRAY HILL 3-7618



THE WORLD'S FINEST ORANGE OIL

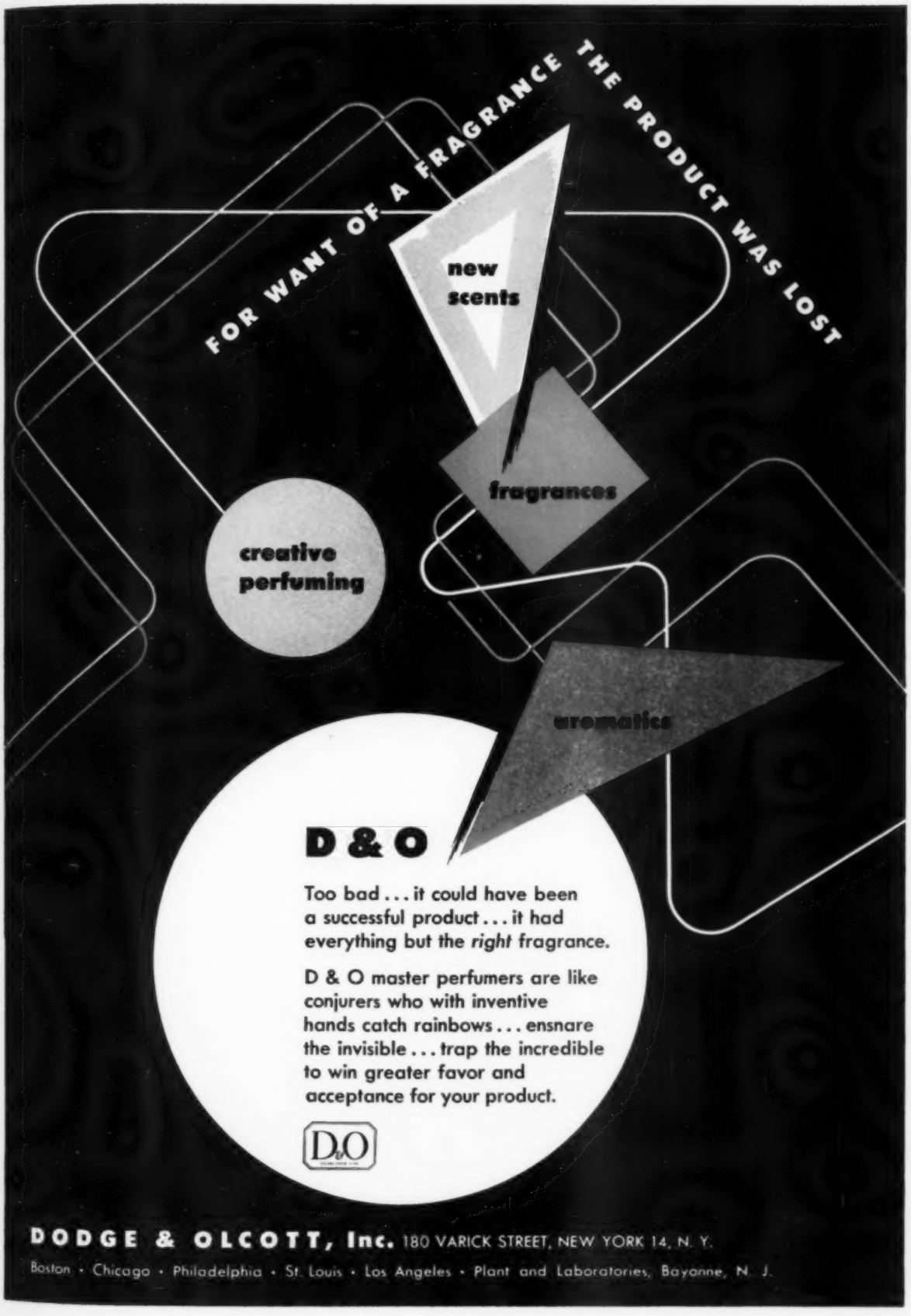
Made exclusively from oranges from the Sunkist Groves of California.

Exchange Oil of Orange gives you more *real orange flavor,* drop for drop or pound for pound, than any other orange oil.

Give it all your tests for *quality, uniformity* and *strength.* Then you'll buy Exchange Brand.

Distributed in the United States exclusively by
DODGE & OLCOTT, INC.
180 Varick Street, New York 14, N. Y.
FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York 11, N. Y.
Distributors for:
CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.
Producing Plant:
The Exchange Orange Products Co., Ontario, Calif.

Exchange
OIL OF
ORANGE
U. S. P.


FOR WANT OF A FRAGRANCE THE PRODUCT WAS LOST
new scents
fragrances
creative perfuming
aromatics
D & O
Too bad . . . it could have been a successful product . . . it had everything but the *right* fragrance.
D & O master perfumers are like conjurers who with inventive hands catch rainbows . . . ensnare the invisible . . . trap the incredible to win greater favor and acceptance for your product.
D.O
DODGE & OLCOTT, Inc. 180 VARICK STREET, NEW YORK 14, N. Y.
Boston • Chicago • Philadelphia • St. Louis • Los Angeles • Plant and Laboratories, Bayonne, N. J.

PERSPECTIVE ON TOMORROW

From whichever perspective you view your markets for FINEST PERFUMES and COSMETICS, all lines lead to a single objective. Tomorrow . . . the next day . . . every day following, the pulse of your business will be the satisfying appeal and the constant acceptance of your products. Your confidence in accomplishing this is as strong as your Source of Supply in *MATERIALS* and in research.*

Florasynth LABORATORIES, INC

CHICAGO 6, ILL. • NEW YORK 61, N. Y. • LOS ANGELES 13, CALIF.

DALLAS • DETROIT • MEMPHIS • NEW ORLEANS • ST. LOUIS • SAN BERNARDINO • SAN FRANCISCO

FLORASYNTH LABS. (CANADA) LTD.—MONTREAL · TORONTO · VANCOUVER · WINNIPEG · FLORASYNTH LABORATORIES DE MEXICO S.A., MEXICO CITY

*In its 31st productive, cooperative year, FLORASYNTH has served manufacturers of finest Perfumes and Cosmetics through research and development with *better* Essential Oils, Floral Creations and Supreme Aromatics.

Oxzyn

SERVES THE TRADE EXCLUSIVELY

WITH QUALITY

LIPSTICKS

CREAM ROUGES

EYEBROW PENCILS

CREAMS

COMPACTS | ROUGE | POWDER | MAKEUP

EYE SHADOWS

WATERPROOF MASCARAS

FACE POWDERS

WE ALSO MANUFACTURE POWDER PUFFS, VANITY PUFFS, LOOSE SIFTER POWDER DEVICES AND SPECIAL LAMSDOWNE PUFFS

PRODUCTS MADE IN CONFORMITY WITH THE PURE FOOD, DRUG AND COSMETIC ACT
PRODUCTS LIABILITY INSURANCE CARRIED

OXZYN COMPANY

NEW JERSEY OFFICE
ONE PLEASANT AVENUE
CLIFTON

MANUFACTURING
Cosmetics of Quality
SINCE 1877

CANADIAN OFFICE
54 OSLER AVENUE
WEST TORONTO, ONTARIO

PERFUME
IS AN OLD INDIAN TRICK

In ancient India, Cupid was an ingenious fellow. Armed with a sugar-cane bow, he put perfume in hearts and the light in lovers' eyes by shooting arrows tipped with fragrant blossoms. Modern cupids put his marksmanship to shame with *enduring* flower fragrances —in perfumes compounded with *alcohol.*

CSC Rossville Hexagon Cologne Spirits protect and preserve perfume beauty . . . guard delicacy of bouquet . . . assure purity, clarity, uniformity, and freedom from foreign odor.

The fine CSC Rossville Alcohols satisfy the exacting needs of the cosmetic, pharmaceutical, and industrial fields.

Rossville Hexagon* Cologne Spirits
Rossville Algrain* Alcohol U. S. P.
Rossville Gold Shield* Alcohol U. S. P.
Rossville Alcohol (Specially Denatured)
Rossville Anhydrous Alcohol
*Reg. U. S. Pat. Off.

Commercial Solvents Corporation
17 EAST 42ND STREET, NEW YORK 17, N. Y.

1847 — A CENTURY OF FINE ALCOHOLS — 1947

MONTREAL, CANADA

SUFFERN, N. Y.

objectives and perspectives

While we have been manufacturing Private Brand Cosmetics longer than most Companies, our contention is that it is not the age of a company, but the seasoned experience of its members that endows it with dependability.

Here, at Allied, you will encounter a compact organization of specialist-principals with a wealth of experience, geared to cog with the most modern scientific operations in the toiletries field. Yet, withal, an organization composed of men without poses... And who like to cook up things that aren't in a book ... a good test of skill and taste.

Always, we endeavor to incubate and inculcate merits that give a product EDGE... Sincerity and craftsmanship are the dual ideals which have foundationed our organization. When we assume the responsibility for manufacturing your product for distribution through broad trade channels... our reputation, too, is at stake.

Unlimited service to a limited number of clients has yielded excellent results. We have been most cautious in avoiding rapid expansion, knowing, full well, that mushrooming often produces toadstools.

These, in brief, are the objectives and perspectives to which we tenaciously adhere. And, we harbor the notion that your ship will come in provided you engage... the *right* skipper.

Avon Allied Products INC.

PRIVATE BRAND SPECIALISTS

30 ROCKEFELLER PLAZA, NEW YORK 20, N.Y.

INDOLINE

Not a substitute for INDOL but a product superior in

LASTING QUALITY
SWEETNESS and
PERFUME VALUE

Please Write for Free Sample

Norda

ESSENTIAL OIL AND CHEMICAL COMPANY, INC.

NEW YORK OFFICE
601 WEST 26TH STREET

CHICAGO: 325 W. HURON STREET
LOS ANGELES: 2800 E. 11TH STREET
ST. LOUIS: 1123 WASHINGTON AVE.
FRANCE: PLACE VENDOME, 8, PARIS
ST. PAUL: 253 E. 4TH STREET
HAVANA, CUBA: AMARGURA 160
CANADA: 119 ADELAIDE ST., W. TORONTO
135 COMMISSIONERS ST., WEST, MONTREAL
ENGLAND: 17 CREECHURCH LANE, LEADENHALL ST., LONDON, E. C. 3

Emulsifiers

OF QUALITY AND UNIFORMITY

NOW READILY AVAILABLE

FOR SOAPLESS, NEUTRAL AND ACID EMULSIONS

TEGIN — Glyceryl Monostearate — Self emulsifying. For neutral greaseless creams, lotions and ointments.

TEGACID — Glyceryl Monostearate — Acid emulsifying. For greaseless anti-perspirant creams and ointments.

TEGIN P — Propylene Glycol Monostearate — Self emulsifying. For brushless shave creams, greaseless creams, lotions, ointments and cosmetic stockings.

TEGIN 515 — Glyceryl Monostearate — Non-emulsifying.

•

PRESERVATIVES *Esters of Parahydroxybenzoic Acid*

TEGOSEPT E TEGOSEPT M TEGOSEPT P BENZYL TEGOSEPT BUTYL TEGOSEPT

LANOLIN ABSORPTION BASES

PROTEGIN X—*For Nite Creams and Ointments.*

ISO-LAN—*For Creams, Lotions and Ointments.*

GOLDSCHMIDT

CHEMICAL CORPORATION

153 WAVERLY PLACE, NEW YORK 14, N. Y.

SALES REPRESENTATIVES

MONTREAL BOSTON LOS ANGELES CHICAGO ST. LOUIS TORONTO

PERFUMES FOR EVERY PURPOSE

Write us fully
concerning your
requirements

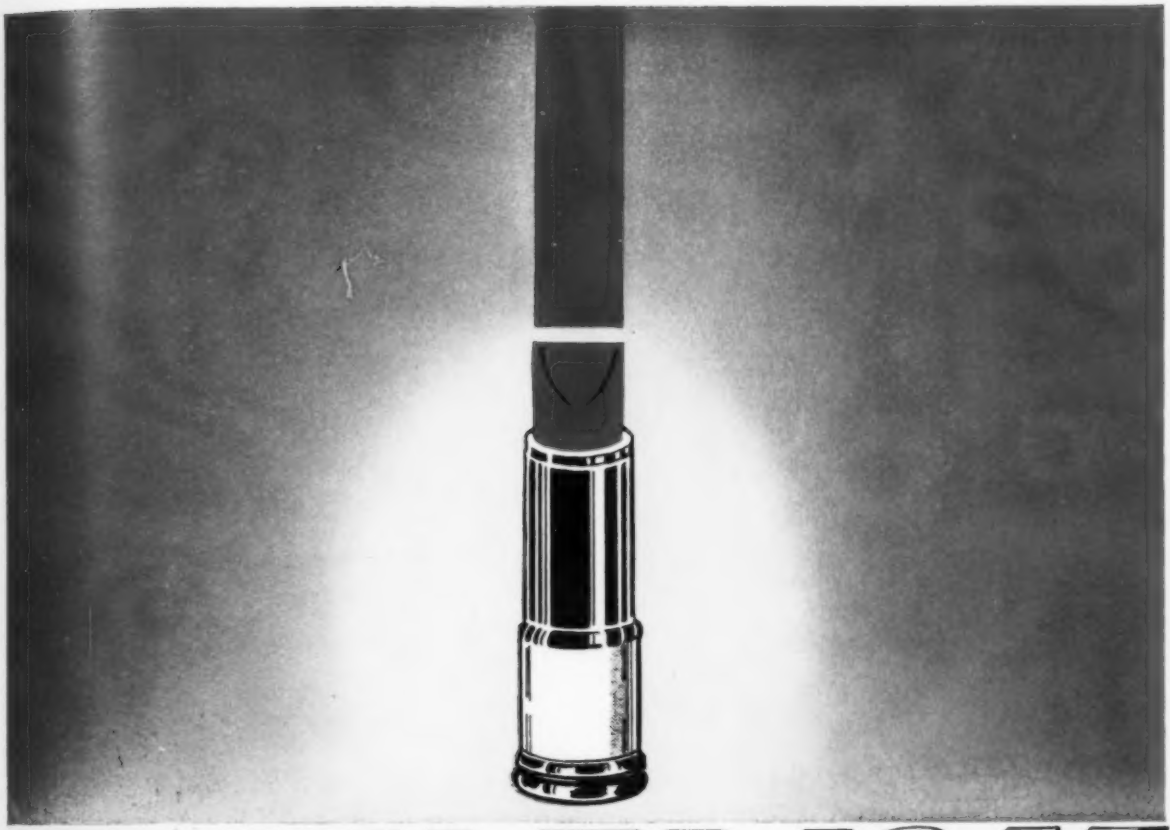
COSMETIC RAW MATERIALS
WATER SOLUBLE GUMS
WOOD COLORS

PERFUME BASES
ESSENTIAL OILS
FRUIT FLAVORS

QUINCE SEED
OLEO RESINS
STEARIC ACID

ORBIS
PRODUCTS
CORPORATION
215 PEARL STREET, NEW YORK
FACTORY AND LABORATORY: NEWARK, N. J.

CHICAGO PHILADELPHIA MEXICO, D.F. BOSTON LOS ANGELES



HELFRICH

HEADQUARTERS FOR
ONE OR A COMPLETE LINE OF
QUALITY TIME TESTED
PRIVATE LABEL COSMETICS

HELFRICH PRIVATE LABEL COSMETICS

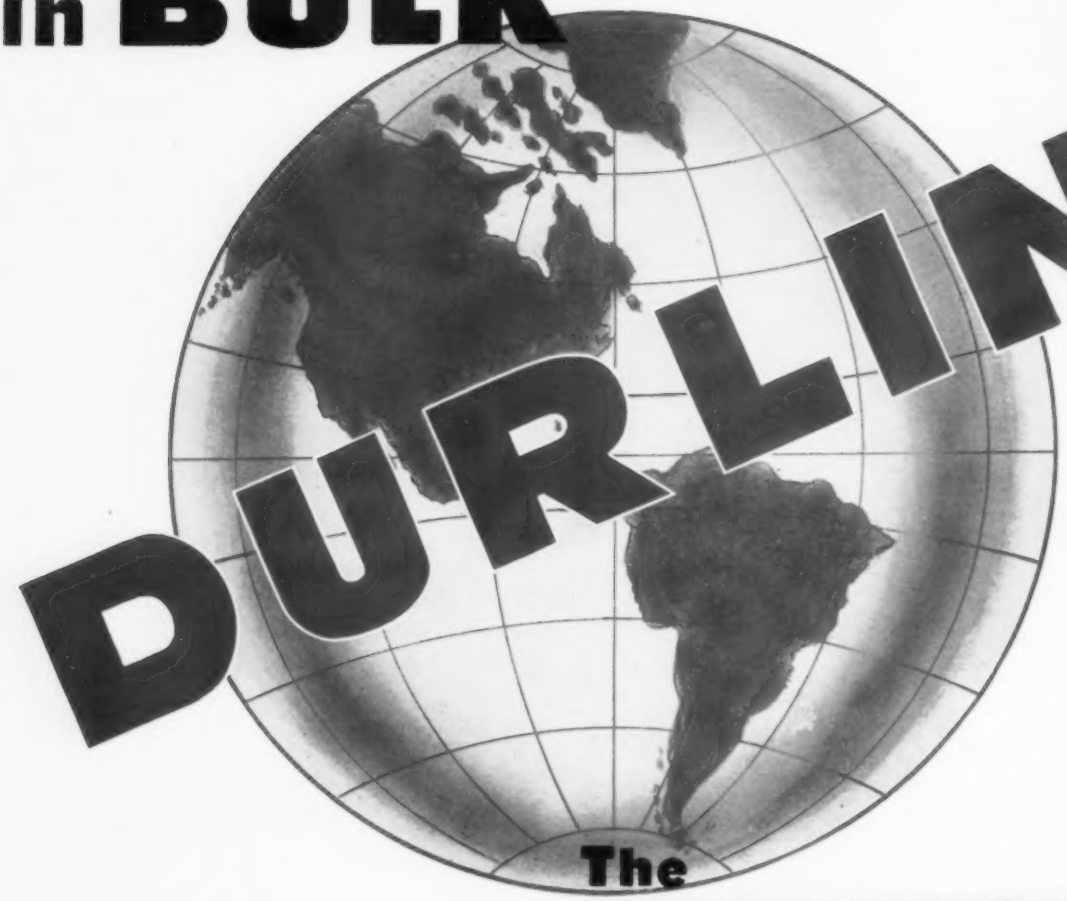
Rouge	Cake Make-up
Cream Rouge	Mascaras
Lipsticks	Perfumes
Eye Shadow	Colognes
Face Powder	Face Creams
Sachets	Lotions
Etc.	Etc.

WHAT HELFRICH PROMISES.....HELFRICH DOES

• HELFRICH LABORATORIES, INC., 737-9 W. JACKSON BLVD., CHICAGO • HELFRICH LABORATORIES OF CANADA, LTD., 690 KING ST., WEST, TORONTO, ONT.
• HELFRICH LABORATORIES OF N. Y., INC., 151-163 WEST 26TH ST., NEW YORK • CABLE ADDRESS: HELFLABS, NEW YORK CHICAGO . . . TORONTO

HELFRICH Laboratories

NAIL ENAMEL in BULK



The INTERNATIONAL FAVORITE

There have to be sound reasons for *Durlin's* world wide reputation as the foremost name in bulk *Nail Enamel.*

Durlin's reputation lies in a customer service that has paid big dividends to the many users of their *Nail Enamel. Durlin* color sense, shown by an early awareness of fashion trends, selection of colors and aid in packaging has many times helped customers to that "extra edge" which brings success.

When you think of *Nail Enamel,* think of *Durlin.*

DURLIN CO.
744 Broad Street
Newark 2, N. J.
Cable Address: Durlin Newark Newjersey

What's NEW at NYQ

Totaquine Now Available

Now that Totaquine has been released from allocation, N.Y.Q. Totaquine is available without restrictions.

Improved methods of manufacturing, the use of the most modern equipment, and the supervision and control of production by a larger staff of experienced chemists, have resulted in a vastly superior product. Today N.Y.Q. Totaquine is light in color and relatively free from "quinoidine," and ideal for the manufacture of tablets, chill tonics, etc.

Specify N.Y.Q. on your orders

NYQ

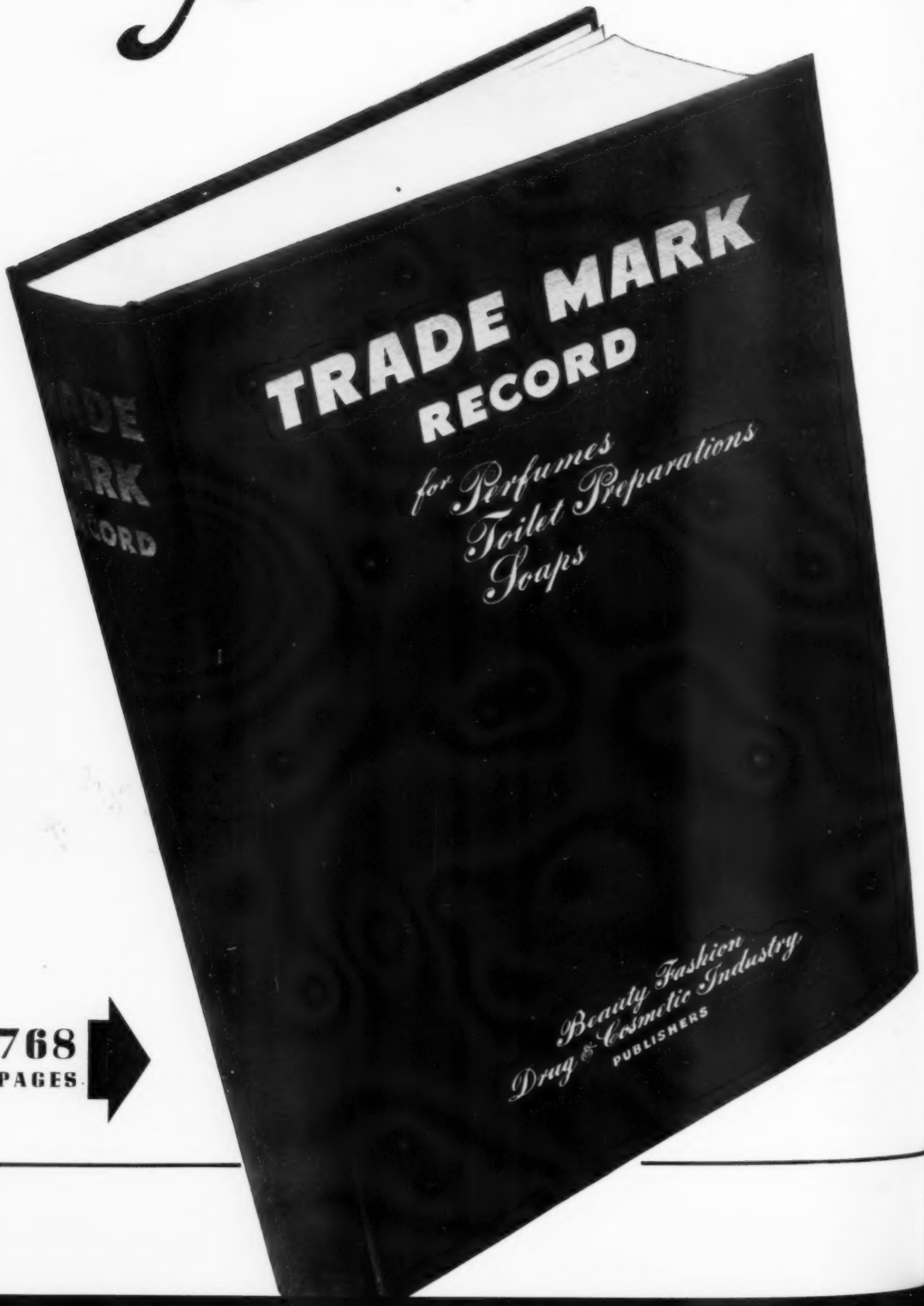
Symbol of Quality

GENERAL OFFICES
99-117 North Eleventh St.
Brooklyn 11, N. Y.

ST. LOUIS DEPOT
915 Market Street
St. Louis 1, Mo.

BE CONFIDENT OF HIGHEST QUALITY BY USING N. Y. Q. CHEMICALS

Announcing the NEW



768 PAGES

TRADE MARK RECORD

for Perfumes, Toilet Preparations, Soaps

COVERING ALL TRADE-MARKS in CLASS IV and VI

Soap Preparations
Perfumes
Cosmetics
Depilatories
Manicure Preparations
Foot Preparations
Permanent Wave Supplies
Hair Preparations
Men's Toilet Preparations
Tooth and Mouth Preparations
Miscellaneous

Over 35,000 trade-marks for quick reference and checking!

★★★

Value of The Trade Mark Record to You

There are two major reasons why the Record will be of great value to you.
You can locate here any particular trade-mark which is of interest to you.
You can also find out here the pertinent details of the mark—its products—its owner—date of registration, date of first use.
The book is alphabetically arranged according to the principles usually adopted for telephone and similar directories.

The present Record incorporates within its listings all of the trade-marks of the prior book published by the Toilet Goods Association in 1936, and brings the compilation up to January 1, 1946.
The Record also includes such unregistered trade-marks as supplied by the Toilet Goods Association.
The Trade Mark Record covers all registered marks for more than 50 years!

★★★

The Record is Essential to Manufacturers of:

Bath salts, Bath oil, Bubble bath, Shampoo, Soap, Soap powder, Soap chips, Soap flakes, Cleansing preparations, Cologne, Cream perfume, Liquid perfume, Powdered perfume, Perfume sachet, Toilet water, Lipsticks, Rouge, Face powder, Mascara, Eyeshadow, Eyebrow preparations, Eye lotions, Cake make-up, Body and bath powder, Cold—vanishing—tissue—foundation — hand —cleansing creams and lotions, Body lotions, Skin whitener, Baby powders, Sun creams and lotions, Epilators, Depilatories, Deodorants, Antiperspirants (all in liquid, cream or powder form), Nail polish, Nail powder, Nail lacquer, Nail cream, Nail white, Nail polish remover, Nail polish base, Overcoat, Foot creams, Foot powders, Foot baths, Permanent wave supplies, Hair preparations, Men's toilet preparations, Tooth paste and powder, Mouth wash, Breath-sweeteners, Denture cleaners, Preparations for dentures firmly in place, Dentifrices.

Patent Attorneys Advertising Agencies Libraries Consumer Magazines will find the Record invaluable—a saver of time and expense in research and checking.

768 PAGES

★★★

Beautifully Printed and Bound

PRICE $25.00

ORDER YOUR COPY NOW!

***Book Department* DRUG & COSMETIC INDUSTRY**
101 W. 31st Street . . . New York 1, N. Y

A Reprint from Beauty Fashion

PERFUME AND COSMETIC manufacturers are spending many millions of dollars in advertising to bring customers—interested customers—to your store.

Alert, intelligent selling means that *you*—salesgirls and store executives—know in advance *what* these customers are interested in and *why* they are interested.

Read carefully, study the advertising pages of BEAUTY FASHION each month. Because here is the record of the finest perfume and cosmetic advertising. Here each month you see not only *what* manufacturers are saying, but *how* they say it.

Use BEAUTY FASHION *to help you anticipate your customers' wants...*

For Your Fine Chemical Needs

B&A MERCURIC NITRATE

Reagent

Made to Baker & Adamson's own strict Reagent specifications, this white crystalline product assays 99% min. $Hg(NO_3)_2 \cdot H_2O$. Low in iron and chloride, it offers a purity suitable for many exacting uses such as the preparation of mercuric nitrate ointments for treating skin disorders. Other applications for this material include: carroting of furs for felting into hats; manufacture of mercury fulminate used in percussion caps and detonators; ingredient of baths for producing blue-black or gray-black colors on iron and steel; manufacture of organic mercurials used for closed-system papermaking plants, for protecting soil, seeds, and wood against certain fungi and insects, and for prevention of mold formation in paints and varnishes; preparation of mercuric acetate, etc.

Rely on General Chemical's

B&A BARIUM FLUORIDE

Reagent & Technical

A superior product, low in impurities, this B&A Quality chemical assays 99% min. BaF_2 in the Reagent grade and 98% min. in the Technical. Thus, Industry has two forms of exceptionally high purity to consider for the many applications of this product. Some of these include: flux in preparation of high-copper alloys; flux or opacifier in manufacture of enamels, glass and ceramics; manufacture of heat-treating salts; as an insecticide; as an agent for insulating electrodes used in electronic cathode ray tubes; in the manufacture of arc lamp electrodes, etc.

Baker & Adamson Division

B&A ACETYL CHLORIDE

Reagent & Technical

Both grades of this B&A purity product have the same high assay of 95% min. CH_3COCl. Many users requiring quality acetyl chloride in quantity find the Technical grade meets their needs. Among the applications for this B&A Fine Chemical are: an intermediate in the manufacture of organic pharmaceuticals, i.e. heroin (diacetylmorphine); acetylating agent in the synthesis of organic chemicals such as acetophenone, acetoresorcinol, and acetamide; manufacture of acetyl peroxide.

★ This is the fourth in a series of advertisements reviewing the B&A Fine Chemicals *commercially available* to American Industry today from the Baker & Adamson Division of General Chemical Company. Scores of such purity products await your investigation. To learn more about these or other B&A Fine Chemicals that meet your requirements, write or phone nearest B&A Sales and Technical Service Office.

GENERAL CHEMICAL COMPANY

BAKER & ADAMSON DIVISION

40 RECTOR STREET, NEW YORK 6, N. Y.

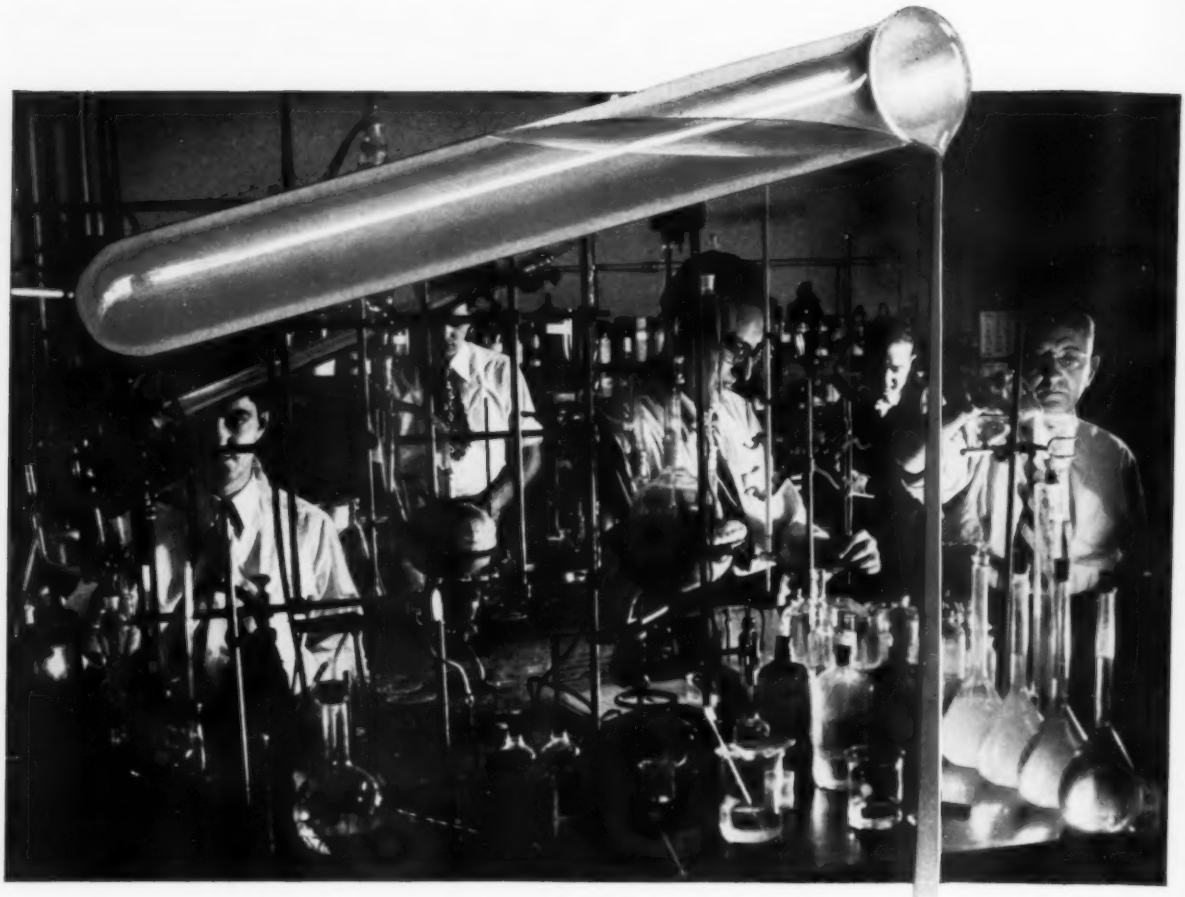
Sales and Technical Service Offices: Albany* • Atlanta • Baltimore • Birmingham* • Boston* • Bridgeport Buffalo* • Charlotte* • Chicago* • Cleveland* • Denver* • Detroit* • Houston • Kansas City Los Angeles* • Minneapolis • New York* • Philadelphia* • Pittsburgh* • Providence* • St. Louis* San Francisco* • Seattle • Wenatchee (Wash.) • Yakima (Wash.)

In Wisconsin: General Chemical Wisconsin Corporation, Milwaukee, Wis.

In Canada: The Nichols Chemical Company, Limited • Montreal* • Toronto* • Vancouver*

SETTING THE PACE IN CHEMICAL PURITY SINCE 1882

*Complete stocks carried here.



BIRTHPLACE OF CUSTOMER APPEAL!

Giving birth to remarkably brilliant colors that meet the most complex requirements of the industry—and developing them to the point closest perfection—has long been a principal function of the H. Kohnstamm laboratories.

True measuring sticks of color success are the drug or cosmetic manufacturers' plants, and the retail counters—and here, *Atlas Certified Colors* shine with a uniform brilliance and strength which reflect good business.

H. Kohnstamm and Company were the first producers of *Certified Colors.* Larger and more fertile than ever today, our extensive laboratories also produce Purified Titanium Dioxide, Purified Non-Aniline Colors and U.S.P. Zinc Stearate...all of which meet the highest standards of the drug and cosmetic industries.

For further information on how H. Kohnstamm can meet your requirements, write our nearest branch.

H. KOHNSTAMM & CO. INC. TRADE MARK HK ESTABLISHED 1851 STRENGTH · UNIFORMITY · PURITY

THE ATLAS LABEL PROTECTS YOU

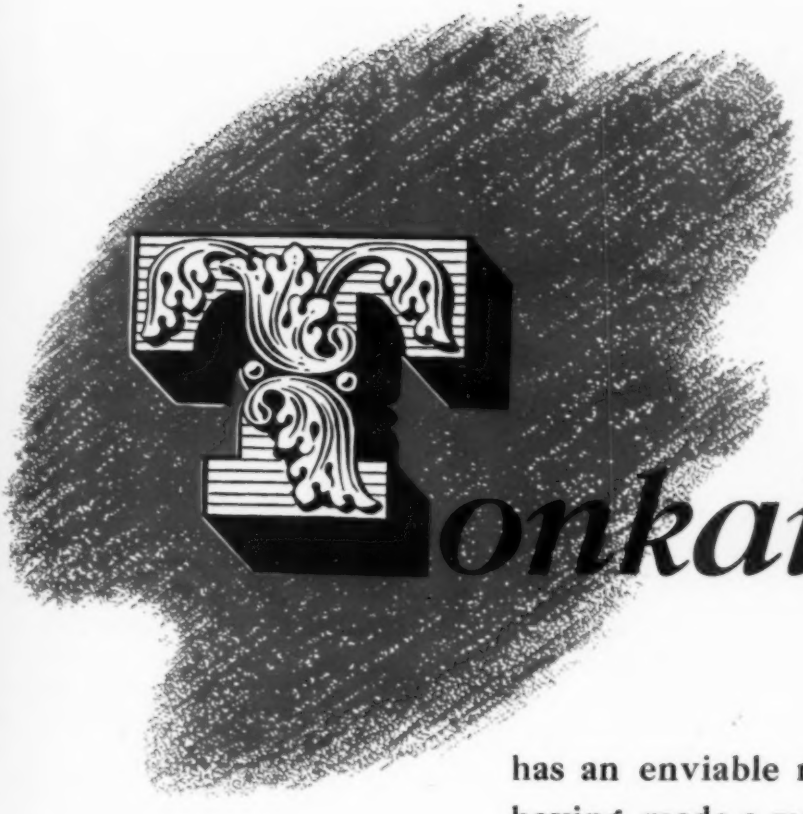
FIRST PRODUCERS OF CERTIFIED COLORS

H KOHNSTAMM & COMPANY Inc.

ESTABLISHED 1851

89 PARK PLACE, NEW YORK 7 · 11-13 E. ILLINOIS ST., CHICAGO 11 · 4735 DISTRICT BLVD., LOS ANGELES 11

ATLANTA · BALTIMORE · BOSTON · CINCINNATI · CLEVELAND · DALLAS · DETROIT · HOUSTON · INDIANAPOLIS · KANSAS CITY, MO. · MINNEAPOLIS · NEW ORLEANS · OMAHA · PHILADELPHIA · PITTSBURGH · ST. LOUIS · SAN FRANCISCO



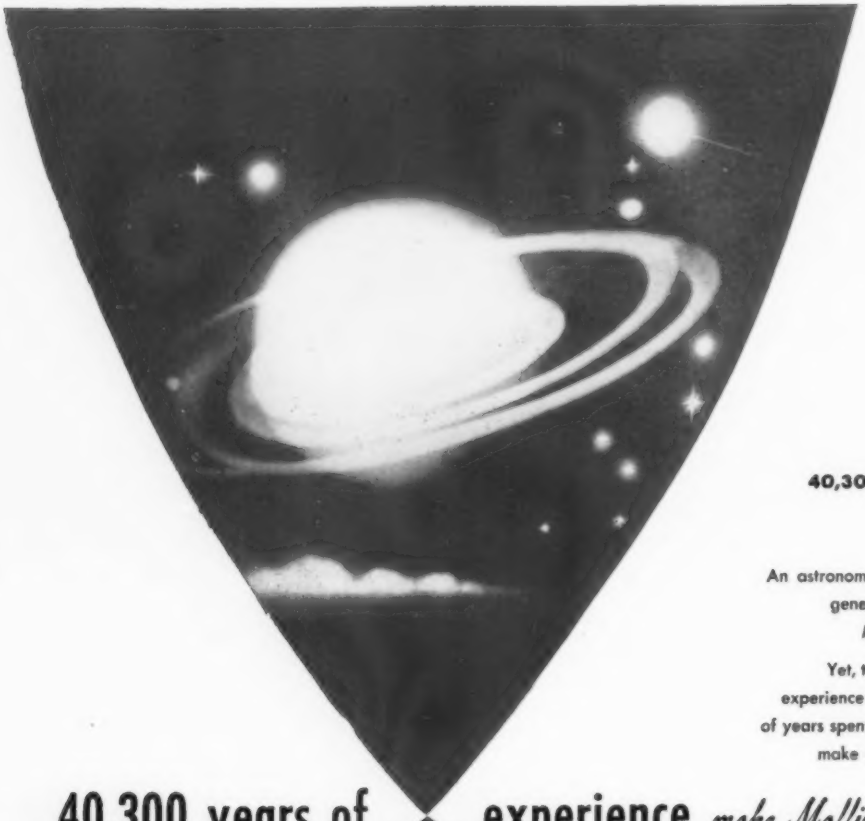
has an enviable reputation, having made a marked contribution to the success of so many perfumes, colognes and toiletries which contain alcohol.

It really removes the sharpness of alcohol odor and lets the fragrance come through.

If you aren't already using it, write us for a sample of Tonkaire and directions for use. You'll really be amazed at the results!

COMPAGNIE PARENTO
INCORPORATED
CROTON-ON-HUDSON, NEW YORK

NEW YORK • CHICAGO • DETROIT • LOS ANGELES • SAN FRANCISCO • SEATTLE
PHILADELPHIA • TORONTO • MONTREAL • LONDON, ENGLAND



40,300 man years of working together are the foundation of each grain of Mallinckrodt chemicals.

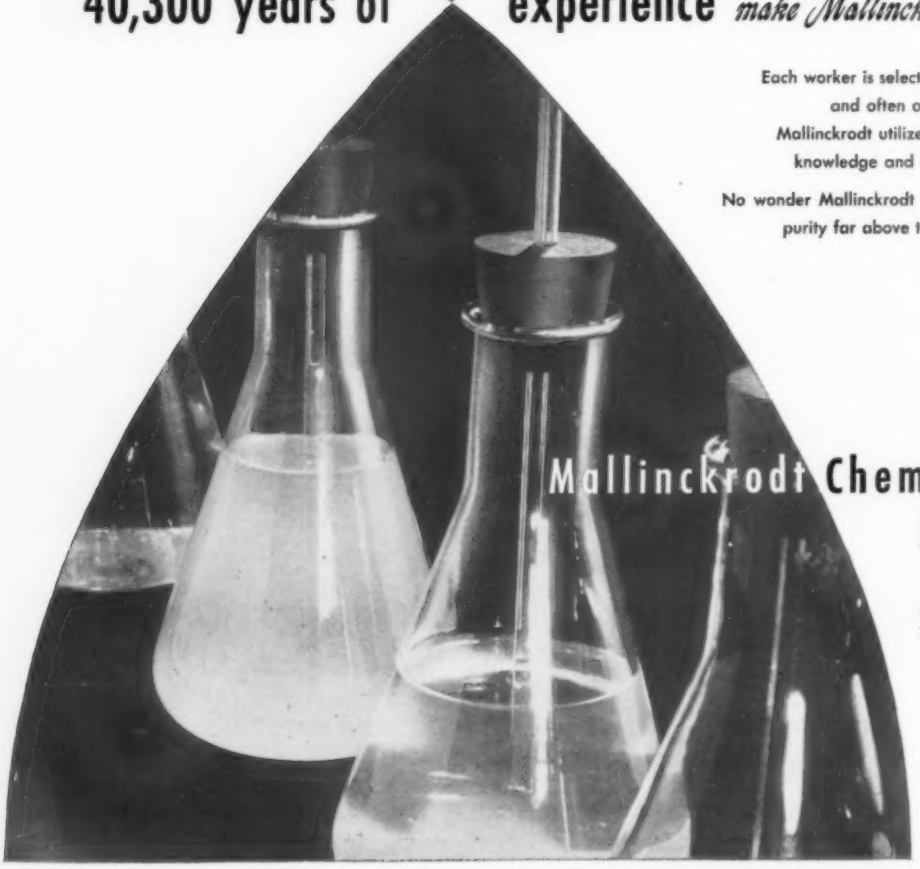
An astronomical number of man hours over four generations have expanded and improved Mallinckrodt research and production.

Yet, there is more to Mallinckrodt's skill and experience than mere man hours and thousands of years spent in the laboratories and plants which make up the Mallinckrodt Chemical Works.

40,300 years of experience *make Mallinckrodt Chemicals pure*

Each worker is selected on the basis of high standards and often of previous experience in his field. Mallinckrodt utilizes in the aggregate this wealth of knowledge and skill to guarantee quality to you.

No wonder Mallinckrodt chemicals represent a degree of purity far above the accepted standards of "pure." No wonder everyone who wants the best specifies Mallinckrodt.



Mallinckrodt Chemical Works

80 Years of Service to Chemical Users

Mallinckrodt St., St. Louis 7, Mo.
72 Gold St., New York 8, N. Y.

CHICAGO
PHILADELPHIA
LOS ANGELES
MONTREAL

"There are times, K. P., when I wonder if our name truly conveys the air of continental romance?"

KEEPING POSTED

F. T. C. Reports on Mergers

IN A special report to Congress on the present trend of corporate mergers, the Federal Trade Commission states that mergers and acquisitions in the drug and chemical industries during the seven-year period 1940 to 1946 constituted 10.3 per cent of all such mergers during that period. Mergers in the drug industry alone constituted 4.3 per cent of the total number, with American Home Products leading with 38 acquisitions, and Sterling Drug, Inc., the runner-up with 13 purchases. The report preceded hearings on the Kefauver Bill, recommended by the FTC, to plug loopholes in section 7 of the Clayton Act and make acquisitions and mergers tougher to accomplish. With reference to mergers in the drug industry, the report states:

"In the recent movement, American Home Products not only acquired other drug firms producing biologicals, vitamins, etc., but also expanded forward toward the market by absorbing a wholesale drug concern. However, many of its acquisitions were of the conglomerate type, involving producers in such diverse lines as baby foods, flavoring extracts, spaghetti, floor waxes, paints, baking mixes, creamery products, dehydrated coffee, insecticides, etc.

"The Sterling Drug Co. followed a similar pattern of expanding into a variety of different fields by acquiring, among others, manufacturers of shaving cream, cleaning fluid, window washing preparations, etc. It also acquired the Frederick Stearns Co., a prominent old-line pharmaceutical firm, and the Hilton-Davis Co., the largest domestic producer of 'flushed' colors. And it even went so far out of its field as to purchase a manufacturer and distributor of furniture and allied products."

The FTC expressed the opinion that "there are few greater dangers to small business today than the continued growth of the conglomerate corporation," for the reason that "threatened with competition in any one of its field of enterprise, the conglomerate corporation may sell below cost or may even use other unfair methods in that field, recouping its losses through excessive profits made in other lines of activity, all rationalized in the name of meeting competition."

About the Nyal Sale

THE annual report of Sterling Drug, Inc., reveals that the price paid by Heyden Chemical Company for Sterling's holdings in the Nyal Company, representing 99.5 per cent of the common stock, was $654,000 cash. "Among the considerations which dictated the sale," states the report, "was a basic inconsistency between the merchandising policies of the Company and those of Nyal. While the Company seeks the broadest possible distribution for its products, those of Nyal are distributed exclusively through a restricted number of retailers, representing approximately 12 per cent of the drug outlets in the United States."

Netherland Allocates Quinine

THE Netherland Indies Government has announced a preliminary quota of 40,000 kilograms, or 88,000 pounds of quinine for the United States, representing 40 per cent of the amount consumed here in 1938, regarded as the last normal year. This announcement is the part of the general announcement that the Netherland Indies Government is in a position to supply all foreign countries on the basis of 40 per cent of the quantities which these countries purchased from the same source before the war. The material being offered consists mainly of salts recovered from liberated countries and reconditioned in Holland to a quality equal to that sold before the war. A uniform price of $24.54 per kilogram f.o.b. Rotterdam or Amsterdam has been established. The United States and other countries requiring a more purified product are to pay a correspondingly higher price. The price established is higher than the prewar price because of higher export duties (increased for rehabilitation purposes), sharply increased costs of labor, and freight, and higher prices of chemicals required in the processing of quinine. As soon as normal exploitation of the cinchona culture on Java is again possible, the government will consider in what way cinchona bark and quinine salts can be best be made available.

FDA Seeks Seizure Power

THE Food and Drug Administration has found out that it is unable to seize goods which have become adulterated after they have completed their interstate journey. This fact became evident when the U. S. Supreme Court recently dismissed the application of the FDA for a writ of certiorari following an adverse decision by the Ninth Circuit Court of Appeals in the Phelps Dodge Mercantile Company case. For this reason the FDA has drawn up legislation for submission to Congress to give this agency the right of seizures in such cases. Officials of the FDA state that the effect of this decision has been to set back enforcement work forty years to the time prior to enactment of the old Food and Drugs Act. Authority to make such seizures was contained in that act, and when the newer Food, Drug, and Cosmetic Act was enacted in 1938, new language was used which now has proven to be more restrictive than the language of the older law. How the legislation will fare in Congress at the present when the trend is toward relaxation of government controls rather than extension of them, is unknown. Also there is the question of such a bill raising the question of Federal encroachment on state rights. FDA officials are working with industry representatives and have found much support for the legislation. If the FDA can prove to Congress that the industries involved recognize the need for such legislation and favor its enactment, Congress might take favorable action.

Glass Container Shipments

NARROW-NECK glass containers shipped in February totaled 5,370,064, against 6,006,246 in January, according to the Bureau of the Census. Containers for medicinal and health purposes totaled 1,049,208 in February, against 1,141,725 in January; toiletries, 515,669 in February, against 641,574 in January. Wide-mouth containers totaled 3,275,334 in February, against 4,094,367 in January. Medicinal containers totaled 249,079 in February, against 329,147 in January; toiletries, 121,470 in February, against 182,195 in January.

Financial Gleanings

ABBOTT LABORATORIES, in their financial report for 1946, gives the growth of the number of employees as compared with 1929 at the following percentages: 1935, 80 per cent; 1940, 211 per cent; 1945, 600 per cent; 1946, 742 per cent. The same company gives the investment per employee as follows: 1910, $1,750; 1920, $4,600; 1930, $6,370; 1946, $7,035. The number of stockholders is given at 887 for 1929; 1,100 for 1935; 4,800 for 1940; 8,200 for 1946. A chart shows that the value of the stock has increased from about $100 per share in 1935, to over $750 per share in 1946, taking into consideration the stock dividend in 1935, a three-for-one split in 1936, 5 per cent stock dividend and rights in 1939, rights in 1944, and a two-for-one split and rights in 1946.

Sharp & Dohme's financial statement for 1946 shows the split-up of their gross income as follows: Payroll, 27.7 per cent; material, 26.3 per cent; all taxes, 12 per cent; other expenses, 20.5 per cent; dividends, 6 per cent; retained in business, 5.5 per cent.

Sales of Abbott Laboratories for 1936 totaled $54,209,837; for Bristol-Myers Company, $47,828,189; for Lambert Company, $30,223,940; for Sharp & Dohme, $26,610,101; for Rexall Drug Company, $178,855,630; for Sterling Drug, Inc., $121,487,901; for American Home Products Corporation, $142,680,212.

Rexall subsidiaries are: Apex Realty Co., Broadhill Company, Franklin Hosiery Mills, Inc., Lane Drug Stores Incorporated and subsidiary, E. T. Renfro Drug Company and affiliated corporations, Superex Corporation.

That Flu Epidemic

DUE to the fact that the anticipated influenza epidemic did not occur this past season, drug manufacturers and their distributors are said to have on hand very large stocks of preparations which were prepared to meet a sudden demand that would arise if the epidemic materialized. This is expected to result in a sharp decline in future sales of these preparations by the manufacturers. Why the epidemic did not occur is not explained. It is true that large groups throughout the country, as well as many individuals and their families were innoculated with the preventive shots and this might have something to do with it. However, such innoculation would, in the main, stop the spread of an epidemic if it did show its head. Perhaps the whole theory of a cycle of influenza epidemics is not true. We first thought that the epidemic was going to arrive the year previous, but then when it did not occur then, we think that the time was somehow mysteriously changed to a year later with the same negative result. There must be some other signs which forecast an epidemic which signs are not as yet recognizable. However, if this industry can, through inocculation, stop a pending epidemic before it starts, it will be the only industry that we know of that can start cycles from completing their appointed rounds.

Vitamin A for Pep

INVESTIGATION conducted by Dr. Henry Clapp Sherman, Mitchell Professor Emeritus of Chemistry at Columbia University, and one of the highest authorities on the chemistry of food, show that a normal diet plus extra vitamin A lengthens the life span and extends the prime of life. In experiments conducted on white rats Dr. Sherman took as the normal diet the vitamin A and caloric relationship of the recommended allowances of the National Research Council announced at the National Nutrition Conference called by President Roosevelt in 1941. The experiments showed that quadrupled allowances of vitamin A in human nutrition are desirable. "This appears the more probable," Dr. Sherman said, "in view of the fact that most people probably live less protected lives than those of experimental animals. A certain food mixture called 'Diet A' was found adequate to the support of normal nutrition generation after generation for the white rats; yet 'Diet B', differing only in its proportion of protective food, has been found to result in better life histories."

"Growth and development are beneficially expedited, vitality is higher and death rates lower at all ages; full adult capacity or 'prime of life' is attained earlier and retained longer and life ex-

pectation is increased not only for the young but also for the adults. The previous general progress of public health has increased the life expectation of the infant but not of the grown person. Now, the nutritional improvement of the norm raises the life expectation of the adult as well.

"The extra years thus offered are not to be pictured as added to old age. Rather it appears that something like an extra decade can be inserted at the prime or apex of the life lived on a higher health level throughout. The apex of attainment is higher, the period of prime is longer and, in human terms, there is a smaller percentage of years of dependence."

These experiments were conducted on a grant of $8,000 from the Nutrition Foundation.

Keim Honored by Go Getters

R. D. KEIM, of E. R. Squibb & Sons, was recently especially honored with a gold star emblem set with 25 diamonds at the 25th anniversary meeting of the Squibb Gold Star Go-Getters Club. This is the organization founded by Mr. Keim in 1922, when he headed the sales end of the Squibb organization, to honor each year outstanding salesmen in the Squibb Company. Years ago we recall Mr. Keim telling of this organization and how the members of it had their names inscribed on a large silver cup that was in Mr. Keim's office. At the annual sales meetings, members of the Go-Getters Club were allowed to call Mr. Keim, "R. D.", as he was known to all his friends, while salesmen who were not members of the club were required to address him as "Mr. Keim." Mr. Keim said that at the annual sales meetings the salesmen who were hoping to become members of the club could be seen peeking into his office to see if their names were on the cup. The name for the club was derived from the Peter B. Kyne story "The Go Getter."

Vitamin Foundation Activity

THE previously unfilled position of president of the National Vitamin Foundation has been filled by the election of Basil O'Connor to this position. Mr. O'Connor, former law partner of the late Franklin D. Roosevelt, and of the law firm of O'Connor & Farber, is national chairman of the American Red Cross and the National Foundation for Infantile Paralysis. Dr. Theodore G. Klumpp, president of Winthrop Chemical Company, continues as the Foundation's chairman of the board of governors; L. D. Barney, Hoffmann-LaRoche, is vice-president; J. David Hayden, Gelatin Products Company, is treasurer; and Henry K. Urion, O'Connor & Farber, is secretary. The board of governors of the Foundation is composed of the following: L. D. Barney; Charles S. Beardsley, Miles Laboratories; Charles L. Bowman, Charles Bowman & Co.; J. C. Chilcott, Maltine Company; Howard B. Fonda, Burroughs-Wellcome & Co.; A. H. Fisk, Eli Lilly & Company; J. Paul Folsome, Lederle Laboratories; James J. Kerrigan, Merck & Co.; Dr. Theodore G. Klumpp; Basil O'Connor; R. P. Scherer, Gelatin Products Company; John L. Smith, Chas. Pfizer & Co.; George Miller, Strong-Cobb Division, Standard Brands; E. Gifford Upjohn, Upjohn Company; Dr. Norman Jolliffe and Dr. W. H. Sebrell, both members of the Foundation's scientific advisory committee.

Dr. Robert S. Goodhart, scientific director of the Foundation, reported that ten research projects are now under way. Typical of the findings resulting from this work are those resulting from studies by Dr. Harold B. Pierce, University of Vermont College of Medicine, under whom 700 school children are being subjected to controlled experiments on the effects of nutritional rehabilitation. "At present, the indications are that the most common of the nutritional deficiencies occurring in Vermont are those of vitamin A, vitamin D, ascorbic acid, and riboflavin," Dr. Goodhart reports. "The incidence of dental caries is very high and the 1944-45 study indicated that as many as 24 per cent of the rural children may not have been receiving sufficient amounts of 'good protein food.'"

An extensive study of selected young and old male patients on controlled diets for evidences of thiamine and riboflavin deficiencies is being conducted at Elgin State Hospital, Elgin, Ill. These investigators, Dr. Goodhart reported, had detected defective carbohydrated metabolism (abnormal increase in blood concentration of lactic and pyruvic acids) in subjects whose thiamine intake was restricted. In general, the older persons were affected earlier than the younger. Other research is conducted at New York University College of Medicine, University of Arkansas, University of Cincinnati, University of South Carolina School of Medicine, Vanderbilt University School of Medicine, Western Reserve, and Yale University.

"Quintessences" by Givaudan

RECENTLY we received from Givaudan-Delawanna, Inc., a book entitled "Quintessences," published by L. Givaudan & Cie., S. A., of Geneva, Switzerland, on the occasion of the fiftieth anniversary of the founding of the company. The book, published in a limited edition with original color illustrations by the well-known artist, Adrien Holy, opens with an essay by Francis Carco of the Academie Goncourt, who tells of the harmony of odor and literature, and shows how perfumery acted as an inspiration to Huysmans, Baudelaire, Flaubert, and other giants of French literature.

Xavier Givaudan, in a contribution entitled "1895 to 1945," traces the history of the company from the time of its founding to the present. The following chapter, written by Dr. Yves-Rene Naves, deals with synthetic aromatics. Dr. Naves points out that it was necessary for man to acquire three fundamental concepts that laid the foundations for synthetic perfume materials: that odor is inseparable from matter; that odor is characteristic of certain individual chemical substances; and that natural substances can be reproduced by synthesis. Dr. Naves tells how the synthetic aromatic industry has been confronted with prejudices which it had to overcome, and how it is still faced with major problems involving the nature of odor and a satisfactory system of scientific odor classification.

The book concludes with a section on the cosmetic industry written by Dr. Andre Barbier who draws a line of demarcation between the cosmetician and the dermatologist and speaks of cosmetics as a science which pursues an artistic aim. He cites the necessity for the industry to make a thorough study of the anatomy of the skin, and states that the industry "will find in the growing collaboration of biological research and chemical synthesis the means for a full realization of its artistic perfection."

Sterling Drug's Foreign Trade

STERLING Drug, Inc., is really serious about its foreign business. Recently Sterling Vice-president Earl I. McClintock sailed for South Africa to confer with officials of Bayer Pharma (Proprietary) Ltd. S. A., which has become a wholly-owned subsidiary, and Sterling Treasurer, James E. Mulhern flew to England to inspect company properties there. For years Sterling owned a half interest in Bayer Pharma, but recently it acquired the outstanding 50 per cent by paying the equivalent of $193,450 to the Custodian of Enemy Property at Pretoria, South Africa.

Proprietaries and the A.M.A.

WE were never so struck with the fact that times do really change as we were when we were notified that Morris Fishbein, editor of the *Journal of the American Medical Association*, will be a speaker at the annual meeting of the Proprietary Association to be held in May at Atlantic City. Well do we recall the time when Dr. Fishbein hardly came to any meetings of drug manufacturers at all—not even the meetings of the Pharmaceutical manufacturers. Now conditions have changed to the extent that the manufacture of pharmaceuticals and proprietary remedies is a business in which the medical profession is deeply interested. No doubt this change has come about from the increased interest of the general public in things medical and the realization on the part of all drug manufacturers that the public should be treated as possessing much knowledge. The enactment of the Food, Drug, and Cosmetic Act aided greatly in accelerating the improved relationship which now exists between the medical profession, the public, and the drug manufacturers.

Another speaker at the Proprietary Association meeting is Federal Trade Commissioner Lowell B. Mason. We wonder whether he is going to touch on the subject of Dr. Durrett, B C Headache Powders and Stanback Headache Powders formula changes and other such interesting topics which are certainly not conducive to whole-hearted cooperation between the drug manufacturers and the FTC.

Glycerin Production Soars

IT IS estimated that production of glycerine is maintained at the high rate of the first two months of this year, total output for 1947 will be 202,668,000 pounds (absolute basis), compared with 156,760,000 pounds in 1946, an increase of 29 per cent, and establishing a new record. Production of the first two months of this year totaled 33,778,000 pounds, compared with 27,469,000 pounds produced in the first two months of 1946. Although February production declined 372,000 pounds from the January output of 17,075,000 pounds, February production on a daily basis was at a higher rate than that produced in January, Factory and warehouse stocks rose from 42,388,000 pounds at the end of January to 43,132,000 pounds in February.

Monsanto Expansion

POSTWAR construction is now well under way and Monsanto Chemical Company has more than $22 million of a $50 million program actually under construction. Monsanto Board Chairman Edgar M. Queeny says that the largest portion of the new construction consists of facilities for products which are either wholly new or relatively new to the company. "Only a small amount," he explains, "represents additional plants for our old line products except as they form raw materials for newer ones." Monsanto President William M. Rand states that "in spite of the nationwide general price increase, we expect the average level of our 1947 prices not to exceed 85 per cent of the level in 1926." This position has been maintained in the face of labor costs which have risen 115 per cent since 1936, and raw materials costs which have risen 39 per cent.

Kaiser to Make Own Soda Ash

WE NOTE that the Kaiser Permanente Metals Company, a Henry Kaiser enterprise engaged in the manufacture of aluminum is ready to begin production of soda ash for its own use. It is reported that the company has installed equipment at Owens Lake, Calif., for mining natural soda carbonate but has been delayed by bad weather from getting into operation. When operations get under way, the plant will be able to handle 100 tons of material daily. This will at least stop the producers of soda ash and those largely dependent upon soda ash for the production of their products from using that excuse which was widely current for quite a spell, "the government has allotted a very big quantity of soda ash to Henry Kaiser for the production of aluminum."

Drug and Cosmetic Exports Up

DRUG exports for 1946 are reported to have totaled $144,600,000, a gain of $29,000,000 over 1945, according to the Department of Commerce. Exports of cosmetics and toilet preparations increased over 50 per cent to a total of $24,400,000 in 1926, but soap exports declined 10 per cent as the result of the shortages of fats and oils.

Penicillin Production Abroad

PENICILLIN production in several foreign countries has begun or will shortly be underway. A plant purchased and shipped to China by the American Bureau for Medical Aid to China started operations the first of this year. A German company in the British zone began production on December 1, 1946, and is reported to be manufacturing about 50,000,000 Oxford units monthly. Production in Sweden and Spain is scheduled to start in the near future, and plans has been made for construction of plants in Italy and the USSR. Manufacture in Spain will be by the Union Quimica Farmaceutica, of Barcelona. The Swedish plant on the outskirts of Stockholm, is expected to operate by the middle of this year. Equipment for the Russian plant in Kharkov is reportedly being supplied from Canada, and construction of a plant in Rome has been authorized by the Italian Council of Ministers.

Large Size Dentifrices Preferred

IN A survey conducted by American Home reader-consumer panel, it was revealed that large sizes of dentifrices are preferred by 75 per cent of those reporting, medium sizes by 22 per cent.

"Inside the Searle Circle"

WE RECEIVED recently from G. D. Searle & Co. a handsome pocket-size book entitled "Inside the Searle Circle." This book, beautifully printed and profusely illustrated is a book of information for all the employees of the Searle Company, or the members of the "Searle Circle," which is the title given to all the people who are employed by the Searle Company. The book, written clearly and concisely and well indexed, will answer all possible questions of the employees of the Searle Company from rests periods, vacations and social relationships, to how much money the widow of a male employee will draw from the pension fund.

Correction

WE WISH to apologize to the Parenteral Drug Association for failure, through inadvertence, to mention the fact that the article "particles in Ampules" by Dr. Frank H. Wiley, of the Food and Drug Administration, which appeared in our March issue, was a paper delivered before a dinner meeting of this Association.

Sharp & Dohme Awarded Royalties

THE matter of royalties on production and sale of sulfadiazine between Sharp & Dohme and American Cyanamid Company has been settled by a board of arbitration, with the board awarding to Sharp & Dohme $1,750,000 to be paid by American Cyanamid Company for accrued royalties. The decision was the culmination of a contract entered into by the two companies in 1941 under which a license to manufacture and sell sulfadiazine was granted to American Cyanamid by Sharp & Dohme. The license was subject to payment of royalties if covered by a claim of a patent held by Sharp & Dohme. Following a long contest in the Patent Office, U. S. Patent No. 2,407,966 was issued to Sharp & Dohme in September 1946. American Cyanamid claimed the patent did not cover sulfadiazine, and so the matter was submitted to arbitration.

No Estrogen Standard in U.S.P. XIII

U. S. P. XIII will not contain any standards or requirements for natural estrogenic substances for the reason that the U. S. P. Revision Committee has not as yet been able to establish satisfactory standards for this class of products. An extensive study on the subject is planned and when an acceptable method has been worked out, it will be given recognition by interim revision, if necessary.

Spell It Backwards

WE THOUGHT we were all through spelling names of products backwards, but we just can't seem to get out of the habit. Recently we were given a bottle of a new product being marketed by Emerson Drug Company "for smokers' breath, alcoholic and other breath odors." The item is called TIPS.

Another Chemical Exposition

THE 21st Exposition of Chemical Industries is scheduled for the first week in December at the Grand Central Palace, New York.

Trade and Mark Anniversary

SMITH BROTHERS—the famous makers of cough drops—celebrated their 100th anniversary in a novel way last month. Aping the founders of the company—William and Andrew Smith, known as Trade and Mark, respectively—all male employees and executives of the company started January 1 to grow beards of all sizes, shapes, and colors for the celebration held March 22 at Smith Brothers restaurant, Poughkeepsie, N. Y. William L. Smith 2d and Robert L. Smith, grandsons of Trade and respectively president and vice-president of Smith Brothers, Inc., were there with full beards and swallow-tail coats. All seventy-five employees of the company—both men and women—came to the party dressed in the popular styles of 1847. They square danced and waltzed; sang "Daisy Bell," and the "Little Red Shawl"; and ate a big dinner. It seems that Andrew Smith, or Mark was a bachelor, good-natured, retiring, and a soft touch for a loan. They called him "Easy Mark." The restaurant, which was opened in 1931 by James Smith, father of William and Andrew, a short way from the present cough drop factory, still does a thriving business. The candy store and soda fountain in front is in modern dress, but the dining room maintains a mid-Victorian atmosphere. The overhead fans are still spun by a pulley and driveshaft system, originally moved by water power, but now by an electric motor. One feature that was missing from the party was strong liquor. It seems that Trade once ran for governor of New York State on the prohibition ticket, and liquor has never been served in the restaurant. On April 19, the entire community of Poughkeepsie showed its appreciation to all the Smith Brothers with a parade and anniversary celebration in the armory.

Wisconsin Gets Druggist Governor

THE drug trade ought to do all right in Wisconsin for a while since the present Governor is none other than Oscar Rennebohm, head of the fourteen Rennebohm Rexall Drug Stores in Madison, Wisconsin. Governor Rennebohm succeeded to his present office March 12 upon the death of Governor Walter S. Goodland, 85, the nation's oldest chief executive. Governor Rennebohm, 57, had been Wisconsin's lieutenant governor since 1944 when he first ventured into Republican politics. When he ran for re-election last year he had no opponent in the primary and defeated his democratic opponent by a large margin. The Governor has a large family—five boys and four girls.

Fair Trade Acts and Rebottling

THE Appelate Division, New York, has decided that where a manufacturer has established a minimum price under the Fair Trade Act, such as $1.00 for a perfume of one dram or less, the minimum price will hold even if the individual unit sold contains much less than one dram. This decision gives the owner of a popular brand of perfume a new method of stopping the rebottling of such perfume in small vials offered at prices ranging from 10 cents to 50 cents. Since in most cases the minimum sold by authority of the original manufacturer is one dram or more, the manufacturer can now stop rebottling of quantities of one dram or less under the Fair Trade Acts.

Cosmetic Department, Webb Drug Company, St. Petersburg, Florida.

The Independent Druggist In Cosmetic Distribution

By FRAZER V. SINCLAIR

THERE is a growing impression among many cosmetic manufacturers that the independent druggist has not lived up to his opportunities as a retail distributor of cosmetics. These opportunities, amply evident during the past five years when cosmetic sales doubled in volume, produced few additional druggists willing to meet the requirements of manufacturers with a sales policy of selected distribution; few changes in merchandizing vigor among the large majority of stores selling mostly the toilet preparations in mass distribution.

That is why some manufacturers of heavily advertised, mass distributed products who expect little selling but who do require good display, are looking with some interest to the large traffic and excellent displays promised by new developments in certain supermarket and variety chains.

Any manufacturer of class cosmetics, whose cycle of selected distribution has reached a point where the product should have adequate distribution in every worthwhile community to support his volume and his advertising, has little or no alternative to distribution in the independent drug store. And yet a manufacturer of this kind of product cannot afford a store where the general price line, the character of products on display, the general layout or cleanliness and order, makes the store and the apparent clientele of the store incompatible with the prestige of his product. That is why some class cosmetic manufacturers have reduced distribution in the past few years, why there is much more interest among other similar manufacturers in detailed information from their sales force regarding the character and sales ability of the independent druggist they sell.

The independent druggist should perform two essential functions in class cosmetic distribution. In cities the department store is the focal point for the introduction of new products, for broadening consumer acquaintance for many lines, for seasonal sales. Its fashion reputation and promotional ability, its large traffic and manufacturer trained sales force is a great community sales stimulant. For the independent druggist great opportunities exist in rich sectional and suburban areas and it is here manufacturers need additional stores to deepen consumer contact.

In many prosperous communities, particularly those from 10,000 to 50,000 population where the department store may not be a suitable outlet, or where there is no department store, the independent druggist has either recognized a cosmetic opportunity or compelled many manufacturers of perfumes and class cosmetics to depend on the nearest principal trading center. The second function of the independent druggist is certainly to provide adequate, national community distribution.

How well the independent druggist has lived up to these opportunities may be seen in a survey of distribution of class cosmetics. Among these manufacturers, the standards expected from the druggist vary radically, ranging from those of the high priced, fashion perfume held in a severe and narrow range of prestige distribution to the mature company, with a well established, well advertised, medium priced product, seeking the ultimate limit of selected distribution. They vary also, of course, for the companies in various stages of expanding distribution.

These degrees can be illustrated by a parallel comparison of department store and drug store distribution in the seven normal cycles of class cosmetic distribution.

	Department Store	*Independent Drug Stores*
1st Cycle	125	25
2nd Cycle	350	60
3rd Cycle	450	500
4th Cycle	600	1,200
5th Cycle	800	2,400
6th Cycle	900	3,500
7th Cycle	900	4,000

It is particularly worth noting that less than a dozen class cosmetic manufacturers using selected distribution are selling over 4,000 independent druggists. Over 90 per cent of this entire group sell less than 3,000 drug stores.

How much advantage these few manufacturers who sell beyond the four thousand druggists are receiving from these additional stores, what their relation of sales cost to profit must be and what may be the effect of these stores on their primary distribution are suggested in a recent, very competent survey made by The National Association of Retail Druggists and *The Saturday Evening Post* (Report No. 1).

In this detailed study of a national cross section of independent drug stores, toilet goods sales averaged 10.3 per cent. But this classification, including tooth paste, shaving cream, hair brushes, toilet soaps, etc. may be narrowed down to taxable cosmetics which averaged 4.8 per cent of store volume. If we accept this figure, in spite of the fact that it must include a large volume of taxable mass cosmetics, we have an opportunity to appraise the number of stores doing a fair per cent of volume of class cosmetics and indicating in this way some inclination on the part of the store owner to favor a cosmetic department.

1. Stores doing over 16 per cent of volume in toilet goods or 7.68 per cent in all taxable cosmetics equal 13.9 per cent of stores, or extended on a national basis about 7,784 stores.

2. Stores doing over 20 per cent of volume in all toilet goods or 9.6 per cent in all taxable cosmetics equal 4.8 per cent of these stores, or nationally 2,688 stores.

Since the 4,000 drug stores which form the outer limits of nearly every selective distribution is the medium point between these two groups, it could well be assumed that these remaining 3,784 stores are the ones which pull the average well below a volume of 7.68 per cent in all taxable cosmetics and substantially lower in class cosmetics. It would also be fair to assume that in low volume stores, $25,000 a year or under, there is certainly little opportunity for an annual sale for any one manufacturer to warrant much sales contact, and that in large volume stores, $100,000 a year or over, the display and selling efforts put behind cosmetics must be very subordinate to some other department such as prescriptions or fountains.

The second figure, 2,688 stores doing over 9.6 per cent in taxable cosmetics would seem to verify majority manufacturers' opinion that 3,000 independent drug stores comprise the total number of stores equipped in store character and owner interest properly to sell and represent class cosmetics in a community.

It is interesting to note in this survey that size of store, once the store reaches an annual sale of around $30,000 annually, has very little bearing on cosmetic volume. As manufacturers who have studied their drug store distribution have found, the personal inclination and preference of the druggist to study and favor his

(*Continued on page 570*)

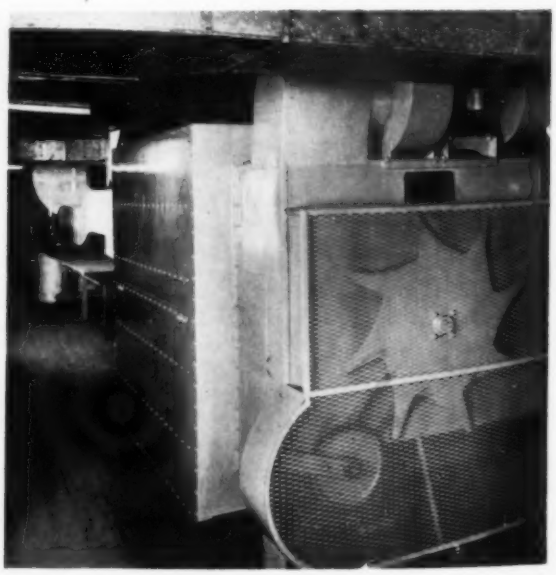
Insulation and Air Conditioning in the Manufacture of Pharmaceutical Candy

SHARP and Shearer, Inc., of Reading, Pa., manufacturers of the novel combination cough-drop-and lollipop, known as Kiddie-Kof, has achieved a more uniform product, smoother production, and improved working conditions through a production-room air conditioning job which embodies all three factors—cooling, dehumidification and insulation.

By keeping production room temperature at 70°F and humidity at 40% the hard-candy base of both the Kiddie-Kofs and Sharp's packaged cough drops, does not absorb room moisture and therefore the stickiness and tackiness usually accompanying summer dampness are avoided. This facilitates handling, prevents machines from gumming up and keeps the summer-time make-up of the pharmaceutical identical with that of the winter product.

Air conditioning is valuable from a packaging standpoint because in using cellophane as an enclosing media room air is sealed within the package. If this air contains moisture, low temperatures encountered after shipment are likely to cause condensation on the inside surface of the wrapper. This moisture causes graining and discoloration although it does not effect the flavor nor the medicinal qualities of the product. When the packaging room is dehumidified, as it is here, the product is assured of a longer shelf life.

Three Yorkaire conditioners in series deliver air to forming and packaging rooms at a temperature of 70°F and 40 per cent humidity. Mineral wool insulation on discharge duct prevents summer sweating.



The dehumidifier drys a mixture of air from production rooms and the outside atmosphere to 40 per cent humidity by passing it through activated beds of alumina. Capacity 3000 cubic feet per minute.

The Kiddie-Kof forming machine. Suckers are tumbled and cooled in perforated drum before going to the cellophane wrapping machine. Slits in duct above overhead conveyors cool cough drops. Ceiling is insulated with blown mineral wool in granulated form.

Packaging room showing incoming ventilating ducts and return ducts. Floor is insulated with mineral wool. Ceiling is not insulated because room above is also ventilated. Wall insulation is not required as walls are of brick.

High employee efficiency is another factor which is an important by-product of the air conditioned installation.

The rooms insulated and conditioned include a forming room 30′ x 50′, a packaging room of the same size as the forming room and located directly below it, and a corn syrup storage room measuring 22′ x 22′.

The forming room contains the continuous machinery for molding both the cough drops and the Kiddie-Kof Suckers, and the sucker-head cellophane wrapping unit. Formed cough drops are run along overhead conveyors which are located directly beneath cooling ducts. These ducts—see Figure 1—have lipped slits in the underside through which conditioned air constantly blows down onto the product, thereby cooling it rapidly and eliminating waste time between production and packaging.

Suckers are tumbled as they are cooled. A fan draws air from one of the above mentioned ducts and discharges it into a smaller duct inside the tumbler. This duct discharges conditioned air onto the suckers, thus cooling them. After tumbling has knocked off sharp edges, suckers are individually wrapped in cellophane and conveyed by chute to the packaging floor below.

Here the suckers are packed in boxes of six, the boxes are wrapped in cellophane, and finally packed in cartons for shipment to wholesale druggists throughout the United States and Canada—see Figure 2.

The air conditioning plant itself consists of a Lectrodryer and three Yorkaire units.

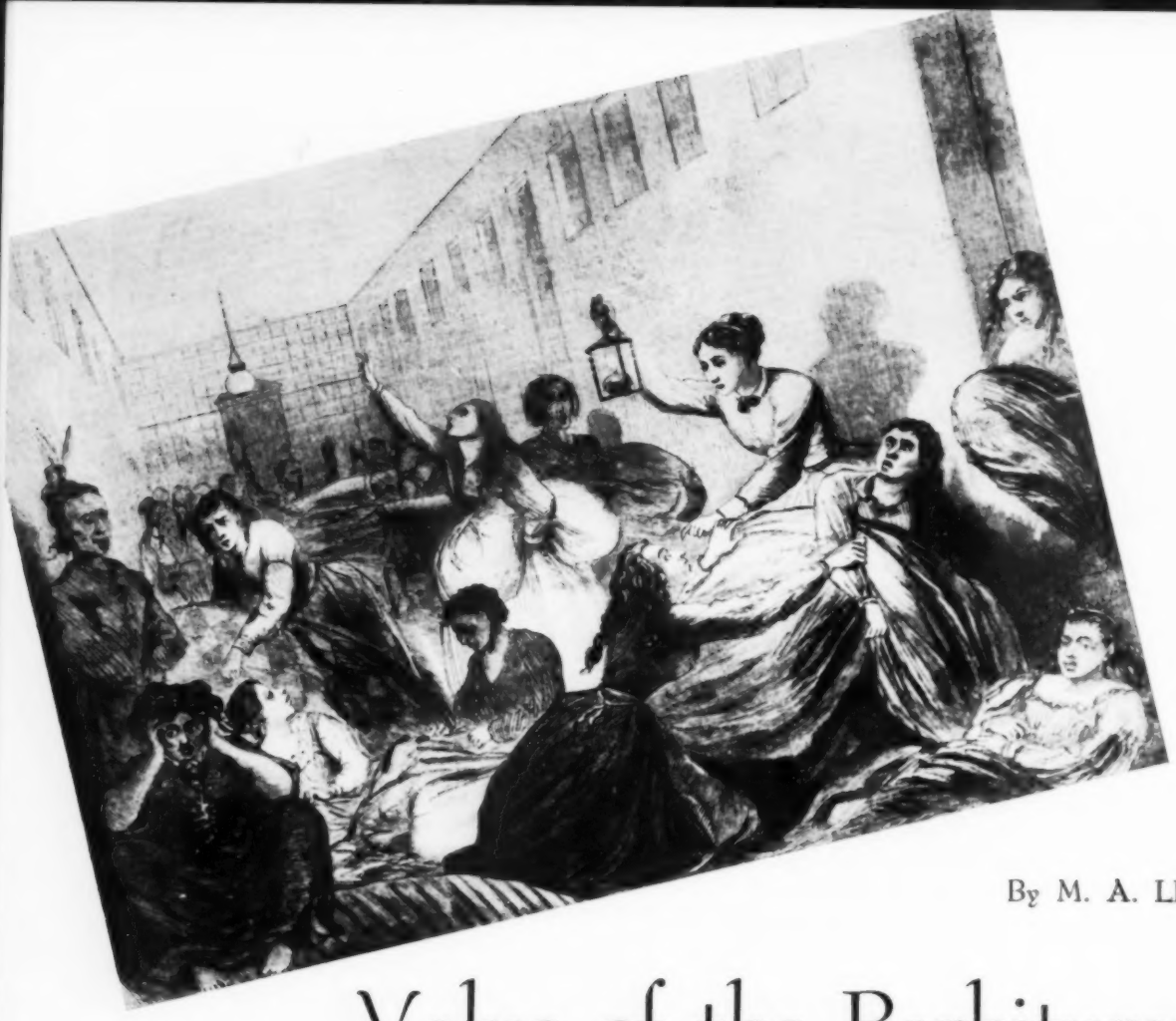
The Lectrodryer—see Figure 3—takes in a mixture of fresh air and recirculation air—at a rate of 3000 cu.ft./min.— and removes undesired moisture. This is done by passing the air through beds of activated alumina which take up moisture by the physical action of submicroscopic pores. The absorber, in the process of drying, converts the latent heat of the moisture in the air into sensible heat. In addition some 20% more sensible heat results from the release of residual heat left over from the reactivation of previously saturated beds (done by gas heating). Therefore, the machine is equipped with an aftercooler using cooled water for lowering the temperature of the air before sending it on to the Yorkaire air conditioners. This reduces the load on the refrigerating units. The cooling water is circulated through a cooling tower and used again—at a rate of 24 gal. per min. The Lectrodryer is a multi-adsorber unit with a rotary valve mechanism which delivers the air to be dried to some of the alumina beds while directing another stream of gas-heated air through spent beds to reactivate them.

After leaving the Lectrodryer, air is delivered to the three Yorkaire units—see Figure 4. Each unit rated at 10 HP. and contains two 5 HP. compressors, a cooling surface, and a 2 HP. discharge fan and motor. The three units are connected in series and each takes ⅓ of the Lectrodryer output plus a portion of recirculation air. The cooling element cools the dehumidified air to 70°F and the fan discharges it into insulated ducts. The insulation is ½″ of mineral wool in the new board form, secured in place at duct corners by 2″ x 2″ galvanized angles.

This insulation on the cold air ducts between refrigerating units and point of entry to air conditioned spaces, prevents conditioned air from gaining or losing heat in reaching preparation and packaging rooms. In addition sweating is prevented, prolonging the life of the ducts and eliminating a source of maintenance troubles.

Since walls of the production room are of thick brick, no wall insulation is required and since the two insulated rooms are one above the other, the floor dividing the two rooms is not insulated. The floor of the packaging room on the 2nd floor and the ceiling of the preparation room on the 4th floor are insulated with granulated mineral wool insulation. Ceiling rafters are walled in

(Continued on page 577)



By M. A. LESSER

Value of the Barbiturates

THERE SEEMS to be quite a bit of discussion these days about the dangers of the barbiturates. Insofar as this interest serves to warn against the indiscriminate use of these drugs, it serves a most useful purpose. Unfortunately, this emphasis upon the hazards has tended to obscure the fact that the barbiturates, as a group, are among the most valuable members of the medical armamentarium and that their usefulness in the hands of physicians has been greatly extended during recent years.

As is the case with most really valuable and widely used drugs, there are drawbacks and limitations to the use of the barbiturates.[1] Although in their early history the barbiturates were considered rather harmless, it has long been recognized that there are certain dangers inherent in their improper use. Since this aspect has been covered very adequately in a number of reports[2-5] to the medical profession, as well as in articles[6] for the general public, it requires no detailed discussion here. When used without knowledge and discretion, the barbiturates are dangerous because they are habit forming, because their continuous use may cause mental deterioration, and because they are responsible for many suicidal deaths. Poisonous in large doses, it is well to remember, however, that "death from ordinary therapeutic doses is practically unknown."[7] Severe poisoning usually occurs when five to ten times the full oral hypnotic dose is taken and when fifteen times the usual dose is absorbed fatality is likely to result.

Failure to appreciate these dangers led to the abuse of the barbiturates. Realizing the dangers to the public from the promiscuous use of the barbiturates, physicians and other interested groups have urged the passage of laws restricting the distribution of these drugs. In addition to the Federal regulations which control barbiturates as habit forming drugs, many states have regulations of their own which restrict the sale of these agents.[8] Recently attempts have been made to place the barbiturates under the control of the Federal Narcotic Bureau. Many people, including P. B. Dunbar, U. S. Commissioner of Foods and Drugs, are of the opinion that placing the barbiturates in the same class

as the opiates would be too drastic and too complicated. More uniform state laws, it is felt, would be more satisfactory.[9-12]

The barbiturates have become very popular with the medical profession. This is not surprising for these agents possess properties of great value in many phases of treatment. Although over fifteen hundred different derivatives of barbituric acid (malonylurea) have been prepared, less than a score are of medical importance.[10] Since these differ, often quite considerably, in their chemistry and action, various methods of classification have been suggested. From the clinical standpoint a classification based on the duration of hypnotic action offers many practical advantages.[13] For example, in epilepsy where it is necessary to keep the patient in a very mild depression for long periods, a very slow acting barbiturate is obviously desirable. Conversely, for surgical anesthesia or in an emergency like strychnine poisoning a drug with short and powerful action is needed.[14]

On the basis of duration of hypnotic action, barbiturates may be classified into four main groups. These groups, together with representative barbiturates, are as follows:[7] (a) Long-acting: Alurate, barbital, Dial, Ipral, Neonal, Nostal, phenobarbital; (b) Moderate duration: Amytal, Ortal, pentobarbital, Pernoston, Phanodorn, Sandoptal; (c) Short-acting: Evipal and Seconal; and (d) Ultra-short-acting: Evipal and Pentothal. The classification of the first three groups is based on average soporific doses given orally; that of the last group upon anesthetic doses given intravenously.

All the many barbiturates have the same general type of depressant action upon the central nervous system. As a group, the barbiturates lend themselves to a greater variety of uses than any other class of central depressants. Depending on the agent selected and with due regard for the dose and route of administration, it is possible to obtain any degree of depression from slight sedation to deep coma with the barbiturates.

Another outstanding advantage of the barbiturates is that they can be administered by various routes. They are not disagreeable to the taste and can be dispensed in several forms for oral ingestion, the preferred route of administration. Where indicated, a barbiturate may be given rectally either in the form of a suppository or as a retention enema as a solution of the soluble sodium salt. Where rapid onset of action is required, as in patients with convulsions, the soluble sodium salts may be injected subcutaneously or intramuscularly. The intravenous route, which is by far the most dangerous, is reserved either for emergencies or for the produc-

The picture on the opposite page shows a crowded ward of the New York Lunatic Asylum, Blackwell's Island, about 1868, while on this page is a gallery for women in the Royal Hospital of Bethlehem near London, a pauper lunatic asylum, about 1860. Photos from Bettmann Archive.

tion of surgical anesthesia of especially short duration.

These advantages as well as their efficient effects on the central nervous system help to explain why the barbiturates are widely employed to induce sleep, produce calmness, to inhibit convulsions and to cause partial or complete surgical anesthesia.

The barbiturates are frequently called into use to combat insomnia. They are particularly useful when the sleeplessness is not caused by physical discomfort but is attributable to such factors as mental unrest; excitement, fear, worry, apprehension, or extreme fatigue. In such cases, the physician can select an agent that will meet the patients's particular requirements. Thus if the patient experiences difficulty in falling asleep, a short-acting barbiturate may be prescribed. Sleep is induced within about fifteen minutes and usually continues normally after the initial effects of the hypnotic have worn off. If, however, frequent awakening during the night is the chief complaint, a longer-acting barbiturate is given. Natural, dreamless sleep lasting from four to eight hours usually follows when such drugs are used, but some lassitude may be present on awakening. It has been stressed[7] that repeated nightly use of barbiturates may result in habituation and if hypnotic drugs are really necessary over an extended period, medication with barbiturates should be alternated with other hypnotics.

Sedative doses of the barbiturates are considerably lower than those required for inducing sleep and may be given several times daily, if necessary. Very frequently given for their calming effects; some of the more common conditions in which the sedative action of the barbiturates is used include anxiety tension states, hyperthyroidism, hypertension, menopausal symptoms, nausea and vomiting of functional origin, allergic disorders, seasickness and other forms of motion sickness, pylorospasm in infants, chorea, cardiac failure, whooping cough and paralysis agitans.

Very often, barbiturates are advantageously combined with other drugs to provide a more rounded action or to combat certain undesirable side effects. An example of the latter is provided in the frequent conjunct use of ephedrine and a barbiturate for the treatment of allergic disorders and the like. Here the sedative serves to combat the stimulating effect of the ephedrine on the nervous system.[1] Of related interest is the report by Prigal and his associates[16] that suppositories containing aminophyllin and sodium pentobarbital were more effective than aminophyllin alone in the treatment of asthma. Effective in mild or moderate asthma, the product is considered especially helpful for treating infants and children because of convenience of administration and rapid action.

Barbiturates are frequently combined with analgesics to give better therapeutic effects. The barbiturates are not analgesics and cannot be depended upon to produce sedation or sleep in the presence of pain. However, when combined with analgesic drugs like the salicylates, they render the analgesia more effective. A number of effective sedative-analgesic drug combinations are on the market. Also available are combinations of barbiturates and antispasmodics. One such product was recently found effective as an adjunct in the treatment of radiation sickness to control nausea and diarrhea.[16]

A major indication for the barbiturates is in the symptomatic control of convulsive disorders. Given in sufficient doses, parenterally if necessary, these drugs have proved of great value in controlling the convulsions occurring in tetanus,[17] eclampsia,[18] status epilepticus and cerebral hemorrhage. They are also effective against convulsions caused by poisoning from cocaine, picrotoxin and strychnine,[19, 20], and those occurring during general anesthesia.[7]

For more than thirty years, phenobarbital was the drug of choice for treating epilepsy[21] because of its selective action on the motor cortex when given in sedative doses. Although studies[22] have shown that the proper use of this drug over extended periods does not cause mental deterioration, it was long appreciated that the larger doses sometimes needed to prevent seizures may cause mental dullness. Small doses of amphetanine sulfate or caffeine are often added to the medication to combat this depressing effect without altering the anticonvulsant action of the phenobarbital.[23, 24]

The introduction of phenytoin sodium, perhaps better known as Dilantin Sodium, was an important step in epilepsy treatment. Though called a barbiturate by some workers,[21, 25] Dilantin is closely allied to the barbiturates; being a derivative of glycolyl urea instead of malonyl urea.[23] The chief advantage of this drug over phenobarbital lies in the fact that it causes very little or no hypnotic effects or mental dulling. The regulation of the dosage is more difficult, however, and minor toxic symptoms are more frequent. Because of these and other limitations, phenytoin is frequently used with other anticonvulsant drugs for the treatment of epilepsy. Dilantin-phenobarbital combinations are used when one drug is not effective in controlling the seizures or when the effective dose of Dilantin Sodium alone produces toxic symptoms.[26]

Aside from their many varied uses in general medicine, the barbiturates play important roles in the more specialized fields of obstetrics, surgery and neuropsychiatry. Employment of the barbiturates by specialists in these fields rests upon a more intimate knowledge of their pharmacology and toxicology, as well as an understanding of the important variations in the action and toxicity of certain individual drugs. Without this knowledge the advantages of using the barbitruates are greatly decreased and the danger proportionately increased.

The barbiturates, alone or in combination with scopolamine, atropine or other drugs, are employed in obstetrics with the purpose of rendering the patient tranquil and drowsy so that she will sleep between pains and not remember the ordeal, but yet remain sufficiently conscious to assist in the delivery. As remarked by Irving,[27] the barbiturates, usually in com-

(*Continued on page 570*)

$850,000,000 IN 1946

With 850 million dollar sales to its credit in 1946 the cosmetic industry may very well sit back for a resting spell and take stock of present achievements and measure its prospects for further expansion.

Few of the members of the industry who were here after the last war, and are still with us now, never hoped twenty-five years ago to see sales of such magnitude. Yet, there are reasons to believe that the end of the rise is not yet in sight, although the speed may slow down as the route reaches the rarified altitudes where mountain climbers must take to oxygen to sustain their efforts.

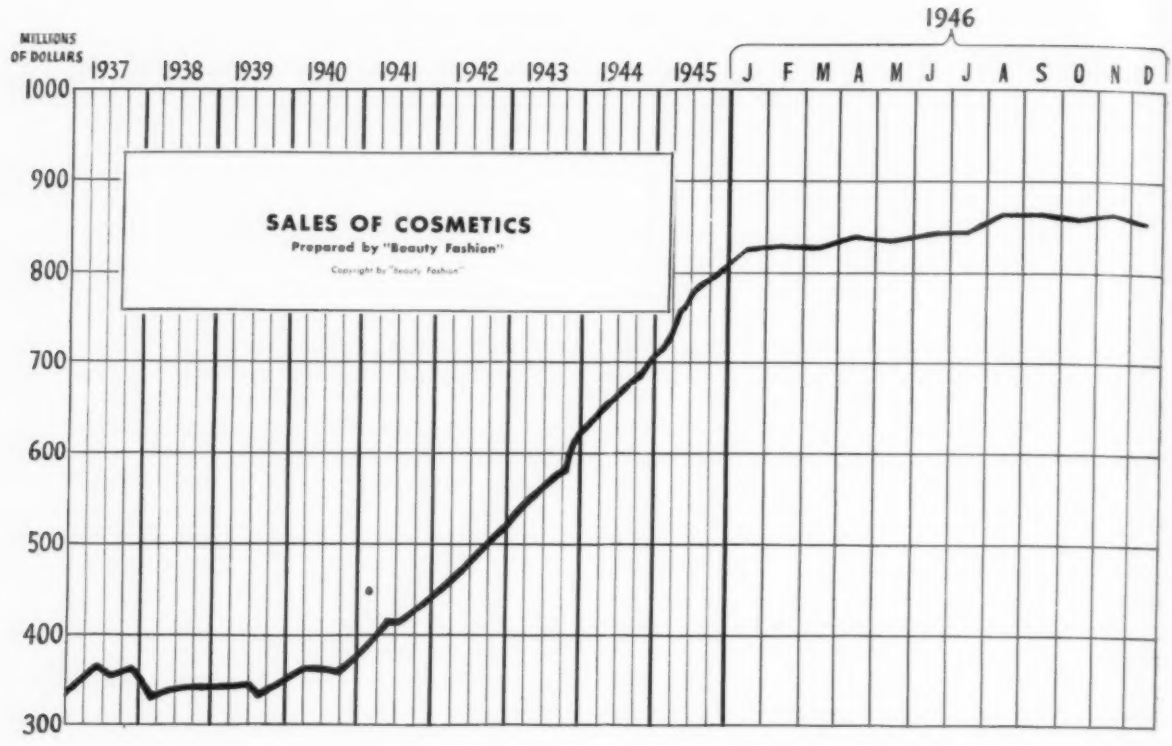
As a matter of fact, there is much in this last year's sales rise to cheer manufacturers as well as to make them thoughtful. It is only too obvious that further millions of dollars added to the cosmetic curve cannot be the result of "natural" growth, and determined market building must take a hand in opening new sales opportunities and making existing outlets more profitable.

The most surprising element in the behavior of the cosmetic industry and its customers is the fact that, while practically every other branch of the national industry has experienced a loss of production, or a letdown in customer interest, during the months immediately following the war, cosmetics have sold at a curve flatly contradicting at times the general trend of the nation's business.

After the upward turn started at the end of the depression fifteen years ago actually only one real setback took place when, during the 1938 recession, sales dropped $15,000,000 against the preceding year. Beginning with 1939 growth was steady and uninterrupted.

It must be a matter of argument how much of this growth was due to the special conditions resulting from the war or to the energetic salesmanship of the industry. However, the precipitancy of the rise and its close adherence to the rising curve of the nation's war activities makes it almost certain that it would not have occurred without the stimulating effects of the war.

Toilet goods department at Miller & Rhoads, Richmond, Va.



Sales rose 5.3 percent from 1939 to 1940; 14.7 percent in the next year. The period from 1942 and 1943 brought two annual rises of 20.0 percent, followed by two other annual rises of 13.7 percent each in 1944 and 1945. Note, though, that, with the ending of the war, progress has slowed down. It was 5.6 percent only during last year (1946) which is only 0.3 percent better than the pre-war step from 1939 to 1940.

The question may very well be asked, therefore, whether the rapid rise of the cosmetic sales curve during the war-years must be looked upon as an abnormal condition and whether a lower figure, not essentially the 5.6 percent of 1946, must not be accepted as the normal increase that cosmetic manufacturers can expect from now on for every following year.

When production and sales figures rise at the rate at which they have in recent years in the cosmetic industry percentages often become more or less meaningless, because they fail to express the real significance of the figures which they represent. So the 20 percent rise in 1942 over 1941 added $86,000,000 to the sales of the industry while the similar 20 percent rise in the following year represented a $104,000,000 growth for that year.

Actually, the expansionary force of the cosmetic industry, as represented by its ability to add new millions of dollars to its sales, is greater today than it was at the beginning of the ten-year period from 1937 to today. The 5.6 percent increase of last year resulting in added sales of $45,000,000 outdistances the 5.3 percent performance of 1940 by $29,000,000. If the cosmetic industry maintains the same rate of progress as it did during 1946 it will not add $256,000,000 to its sales, as it did during the highly prosperous period from 1940 to 1943, but almost $300,000,000.

Which all makes it evident that an annual rise of from 5 to 6 percent looks like real prosperity and that cosmetic manufacturers will have no reason to complain if they maintain it.

Against it is the fact that the step from annual additional sales of $97,000,000 in 1945 against the lower comparative figure of $45,000,000 is rather severe after four successive years, when the annual sales-increases have ranged from a low of $86,000,000 to a high of $104,000,000. In favor of continued growth are the more substantial reasons that, making progress at all in 1946, cosmetic industry will be well ahead of many of its competitors for the consumer-dollar and that, even with the lower sales rise, there has not been a decline in the per capita consumption of cosmetics.

As was to be expected 1946 experienced a fairly severe decline in consumer purchasing power which, in fact, during part of the year, acquired all the characteristics of a real recession. The figures, quoted in the following, are of special significance to the cosmetic industry because, contrary to the usual practice, they measure not income by itself but the luxury margin that remains in the hands of the consumer after necessity purchases are taken care of.

Measured by the standards of 1923 to 1925 this luxury-conditioned purchasing power of the consumer

stood at 137 of the index in 1943. It rose to 148 in 1944 and reached its highest point at 155 in 1945. However, it dropped precipitately to 150 during last year, touching bottom during the middle of the year. In other words, while during most of the year sales of cosmetics took their cue generally from the rising income and consumer purchasing capacity curves, they abandoned that trend in 1946. Consumers' purchasing capacity declined at the rate of 3.0 percent after a steady rise. Sales of cosmetics rose 5.6 percent.

Moreover, individual consumers bought more cosmetics.

From the cosmetic manufacturer's point of view there is probably no statistical curve of greater current importance than the behavior of per-capita consumption.

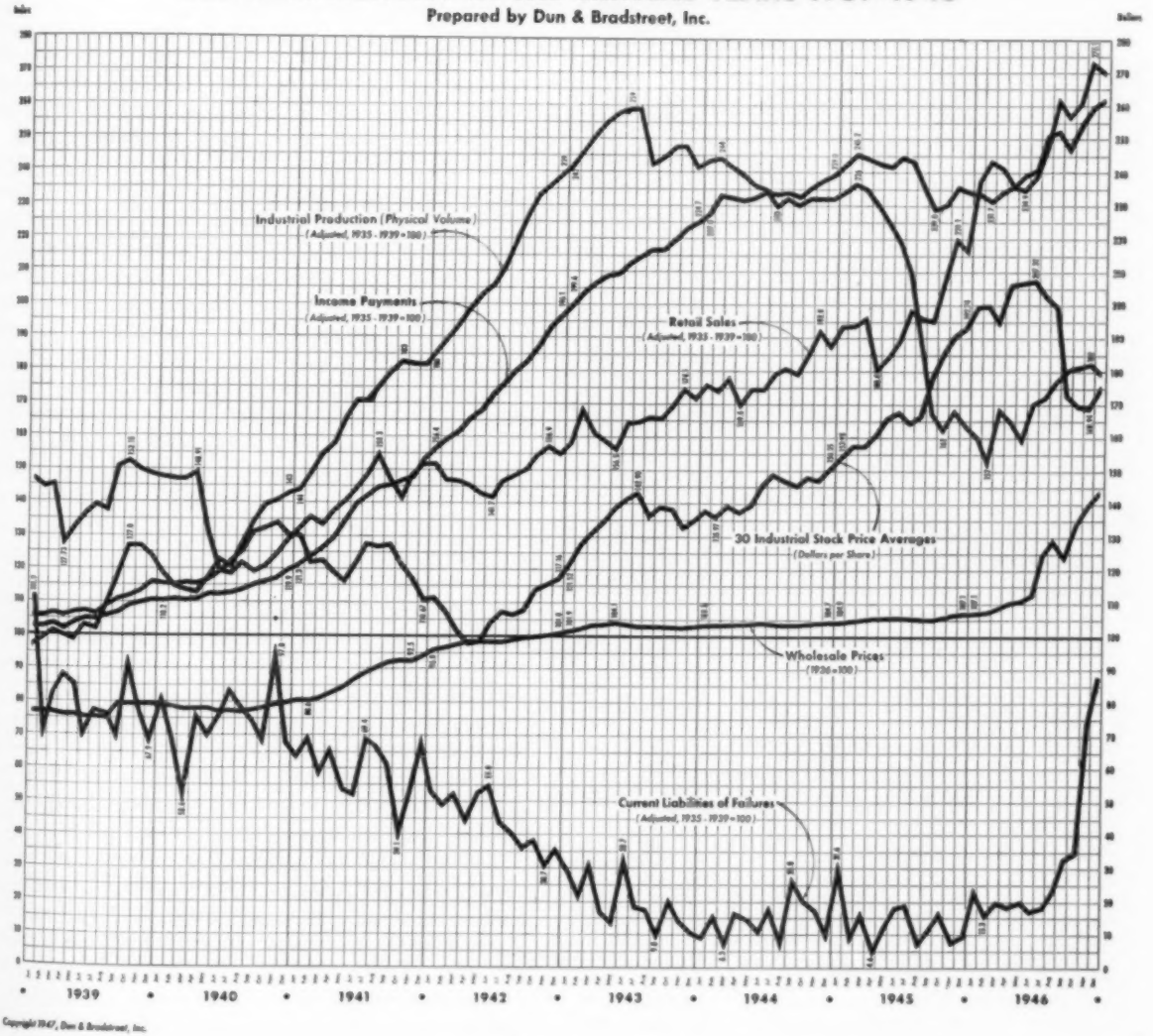
Starting out with an estimated $2.69 in 1939 per head of population cosmetic per-capita distribution has steadily climbed until it has now reached $6.07. Allowing for the uncertainties of any per-capita compilation, because of the difficulty of obtaining exact figures in between-census periods, it is certain, nevertheless, that the war-years have made a heavy contribution to this more than doubling of the per-capita consumption of cosmetics. While the annual pre-war increase was rarely much above 6 per cent it rose steeply to 14 percent in 1941 and remained at 18 percent during the years 1944 and 1945. However, the annual rise was only 6 percent in 1945; largely due to a slowdown during the second half of the year. 1946 added just another 5 percent.

Nevertheless the annual per-capita consumption rate of 1946 by adding another 32 cents to the purchases of each potential consumer is a highly satisfactory accomplishment, from whatever angle one cares to look at it.

(Continued on page 574)

BUSINESS ACTIVITY IN THE CRITICAL YEARS 1939-1946

Prepared by Dun & Bradstreet, Inc.



Copyright 1947, Dun & Bradstreet, Inc.

Ethical Specialties Through The Wholesaler

By E. ALLEN NEWCOMB*

THE wholesaler-retailer channel seems to be from all points of view the most completely satisfactory method of distributing prescription specialties. But what are the difficulties or the obstacles in these channels which interfere with your making it easy for your customer to buy from you? First, the inventory problem of the wholesaler in his prescription department is that of the retailer multiplied many times. In the St. Louis Drug Store Survey, again going back fifteen years, the prescription departments of typical wholesalers were found to contain as many as from 2000 to 20,000 different items. One house studied carried over 18,000 different items. A large proportion of these were prescription specialties.

Wholesalers now have greatly reduced the number of items in stock. Their inventory problem is not as bad as it was fifteen years ago. But every day new prescription items are being placed on the market and wholesalers are being asked to stock them. In many cases these products are those of old established firms. In many other instances, they are the products of new firms in the field. This has been particularly true in the last few years.

The wholesalers' total inventory of all items may well run from 20,000 to 40,000 items. An inclusion of more and more items of relatively slow turnover raises his cost of operation. He is, naturally, reluctant to add new items, the sales potential of which may be to him very doubtful. There are, therefore, a good many factors which he will consider before undertaking to perform the service function warehousing and distributing the new prescription specialty of the manufacturer.

He will be concerned with the manufacturer's overall distribution policies. He will want to know whether or not the manufacturer sells to everyone or anyone. For example, the manufacturer who sells to a great number of wholesalers far more than necessary to give him complete coverage of the market, adds nothing to his distribution program but, on the other hand, dilutes the volume of each of his distributors so as to increase their total handling costs.

Also, the manufacturer who may sell large outlets direct, thus skimming off the cream of the market and leaving only the fill-in or dregs business for the wholesaler, will likewise increase the wholesalers handling cost and make his items unattractive.

Therefore, the wholesaler will be more favorably inclined towards a manufacturer who has a wholesale distribution policy of reasonable selectivity and who channels all or a large portion of his volume through the wholesale drug trade.

The wholesaler will also want to know, in addition to the ethical and moral character of the manufacturer,

*Secretary, National Wholesale Druggists Association, before Eastern Sales Conference, American Pharmaceutical Manufacturers Association.

his policies with respect to the return of unsalable merchandise, his freight payment policy. He will want to know that all products are guaranteed to conform to federal law as to quality and contents. He will want to know that the manufacturer will protect list prices against price declines, issuing credit memorandums to adjust the wholesalers' stock. He will want to know that the manufacturer marks shipping cases and containers properly and that all markings, that is on containers, cases, price lists, advertising, etc. are uniform so as to avoid errors in shipments and in ordering.

The wholesaler will probably want, in the case of a new manufacturer, to have a new pharmaceutical specialty placed in his warehouse on consignment or on a guaranteed sale basis. This desire on his part is logical in view of the tremendous number of items constantly offered to the wholesaler, the potential sale of which may be questionable.

The wholesaler will also want to know that the manufacturer is willing to pay him a margin of profit sufficient to cover his handling costs and a reasonable return to the wholesaler. He will also want know that the manufacturer will take such steps as he legally can to insure that the wholesaler is able to retain this margin of profit and that he will not be forced to give it away as a result of predatory price cutting practices of his competitors.

The wholesaler will also be interested in knowing the sales promotional plans and practices of the manufacturer. He will want to know, for example, if the manufacturer will keep him well informed as to special selling efforts which will result in unusual demand for an item in a given area and thus enable the wholesaler to keep his inventory in line with the requirements of his retail customers.

He will want to know that the manufacturer will so package his goods as to result in a minimum of breakage in handling and thus eliminate, at least in part, another costly factor in the wholsalers' overhead.

As far as the retailer is concerned, not all of these above points are applicable. The retailer will want to know, of course, that the manufacturer is reliable, that he will accept the return of unsalable merchandise and that he will give the retailer a reasonable margin of profit to cover his operating costs.

These obstacles can all be overcome and if they are overcome, this natural wholesaler-retailer channel gives the manufacturer a most nearly ideal method of merchandising his products.

Prescription specialties, at least in their infancy, are sold only through the prescription or recommendation of a doctor. Many, of course, do become known to the public and are later sold in some volume at retail and wholesale without prescription. Basically, however, the prescription specialty is just exactly that. Therefore, the one thing that the manufacturer needs most is a rapid and free flow of these prescription items through the channels of distribution to his customer, the consumer.

We might then, finally, outline a nine-point program following our original definition of merchandising "to make it easy for your customer to buy from you" as follows:

1—Select enough wholesale distributors to give a good 100 per cent coverage of the market. Exceeding this number will only dilute the volume of business for each and raise total distribution costs.

2—Limit direct shipping to retail customers. The wholesaler distribution system is already established and if not fully used, total distribution costs may be increased. This does not mean that the manufacturer need or should discontinue sales contacts with retailers. We must differentiate between *selling and the physical shipping and billing* of goods which can and should be done more rapidly and economically by the wholesaler.

3—Guarantee all products to conform to Federal and State laws. The wholesaler and retailer should not be liable for the efficacy, quality or contents of the manufacturers' product.

4—Offer the wholesaler consignment or guaranteed sale on a new item or when asking him to stock an unusually large quantity.

5—Prepay freight. Eliminate the nuisance of freight chargebacks and checking of freight bills.

6—Protect distributors against price declines. The wholesaler is not a speculator. He is part of the manufacturer's distribution machinery and should not as such be penalized for manufacturers' price changes which are beyond his control.

7—Package and mark products properly. Careful packaging in line with trade requirements, average unit of sale, etc. reduces handling costs. Proper and uniform identification of products on cases, cartons, invoices, catalogs, etc. helps eliminate costly errors.

8—Establish adequate margins of profit for wholesale and retail distributors based on best available handling cost facts through the use of manufacturer-wholesaler and manufacturer-retailer fair trade contracts.

Today, the owner of the branded or trade-marked prescription specialty is in an admirable position. In 45 of the 48 states, so-called fair trade laws have been enacted which enable the manufacturer of a trade-marked or branded product which is in competition with items of a similar nature produced by others to, by contract, stipulate a minimum price below which resellers of that product may not sell. The basic purpose of these laws is to protect the property value of the manufacturer which lies in his trade-mark, brand or name. In upholding the fair trade laws, the Supreme Court of the U. S. stated that "primary aim of the law is to protect the property—namely, the goodwill of the producer which he still owns—the price restriction is adopted as an appropriate means to that perfectly legitimate end and not as an end in itself."

There is a common impression that the fair trade laws are price fixing laws. The Supreme Court decision certainly should clarify this point. It is also stated that prescription items not being advertised to the public are not subject to predatory price cutting as is the case

(*Continued on page 574*)

Production of Subtilin --- A New Antibiotic*

BLACK STAR

Asparagus cutting on the Sacramento River Delta, California.

INCREASING interest in the use of subtilin as a medicinal agent leads the U. S. Department of Agriculture to announce the results of its researches on production and purification of the antibiotic, in order that increased quantities may be prepared by industry and made available for more extensive studies by the medical profession.

Researches on subtilin have been conducted at the Bureau of Agricultural and Industrial Chemistry's Western Regional Research Laboratory as a part of the program undertaken for the purpose of finding new uses for vegetable wastes. A juice prepared from asparagus canning plant waste by mechanical disintegration, pressing, digesting at elevated temperature and controlled pH, filtering and finally concentrating under reduced pressure—for purposes of storage—to a syrup having solid contents of about 65 per cent was found to be excellent for use in culturing *Bacillus subtilis*, the bacterium that produces subtilin. About 3,000,000 lbs. of the concentrate may be prepared annually from the waste from asparagus grown in the Sacramento-San Joaquin Delta areas of California. The syrupy product when suitably diluted has been found to be superior to other naturally occurring mixtures of microbial nutrients, so far studied, in that subtilin yields are greater, fermentation times are shorter, and isolation and purification procedures may be more direct and simpler.

Bacillus subtilis (A.T.C.C. 7080 NRRL 537) when cultured either by surface or submerged methods produces at least two antibiotics (or two groups of antibiotics). One of these—the subject of this communication—is antibacterial and possesses an unusually broad antibiotic "spectrum." The other antibiotic is antifungal and has as yet been given only preliminary study. The two possess markedly different solubility properties and can be separated in the initial steps of isolation by solvent extraction. The antibacterial subtilin is peptidic and has a relatively low molecular weight. The most active preparations contain 14.0 per cent nitrogen and 4.2 per cent sulfur, and are soluble to the extent of 20-25 per cent in salt-free water at a pH below 4, but are only slightly soluble (0.3 per cent) at pH 7. The active substance is insoluble in ethyl alcohol (95 per cent or greater) and anhydrous N-butyl alcohol. In N-butyl alcohol saturated with water its solubility is less than 0.5 per cent.

The antibacterial subtilin is routinely assayed by a turbidimetric method which depends on growth inhibition of *Micrococcus conglomeratus*, *Staphylococcus aureus*, or *Streptococcus faecalis*.

When grown in thin layers on media prepared from asparagus-waste press juice, or other media such as supplemented sugar-beet molasses, grain wort, or corn-steep liquor, maximum yields are obtained in cultures 1 to 2 cm. deep after 24 to 48 hours of incubation at a temperature of about 35° C. Prolonged incubation results in decreases in antibiotic activity. Asparagus juice media containing 8 to 10 per cent solids, steamed for 30 minutes, adjusted to pH 7.0 with sodium hydroxide, inoculated and incubated at 35° C. for 8 to 10 hours in submerged culture under aeration at a rate of one volume of air per minute, gave superior yields of subtilin.

Studies of the nutritional requirements of the organism for growth and antibiotic formation in surface cultures have revealed zinc, iron, manganese, magnesium, and potassium to be essential. The concentrations required in the "synthetic" media studied range from 2.0 ppm. for zinc to 100 ppm. for potassium. Calcium in concentrations exceeding 50 ppm. is markedly deleterious but this effect was largely eliminated by adding citric acid. Inorganic sulfur as sulfate served to meet the organism sulfur requirement and inorganic nitrogen as ammonia served to meet at least part of the nitrogen requirement. Similar studies in submerged cultures have indicated that nutritional requirements may be somewhat different from those in surface cultures.

Subtilin is extracted from the whole culture—after adjustment to pH 2.5 with hydrochloric acid—with ½ to 1 volume of N-butyl alcohol. One-half volume of petroleum ether is then added to the separated moist butyl alcohol phase. The alcohol-ether mixture is extracted with one per cent acetic acid, and sodium chloride is added to the combined aqueous extracts to six per cent concentration. The resulting precipitate is collected by filtration and washed with petroleum ether. The filter cake is washed with 95 per cent ethyl alcohol. The residue is dissolved in water and purified by removing material insoluble in 0.4 per cent sodium chloride solution at pH 4.6. The 0.4 per cent salt-soluble material is then precipitated in 10 per cent sodium chloride and the precipitate washed with a small amount of water at pH 7.5 and dried by lyophilization. Thirty to thirty-five percent of the antibacterial activity in the whole cultures is recovered in the final preparation. The product has a low order of toxicity when administered subcutaneously and does not cause significant local irritation when injected, using mice as test animals, in quantities approaching the minimum lethal dose.

Pending issuance of comprehensive articles more detailed information regarding culturing procedures, purification, and assay methods, can best be obtained by writing or visiting the Western Regional Research Laboratory at Albany, California.

*Prepared by Western Regional Research Laboratory, Bureau of Agricultural and Industrial Chemistry, Agricultural Research Administration, United States Department of Agriculture.

Oil of Cinnamon Bark from the Seychelles Islands

By L. WILSON GREENE*

THE BRITISH Crown Colony known as Seychelles comprises a group of 92 islands in the Indian Ocean, situated about 500 miles northeast of Madagascar off the east coast of Africa. The islands have a total land area of 156 square miles and a population somewhat in excess of 28,000. The principal products are coconuts, cinnamon, patchouli, essential oils, mangrove bark, phosphate rock, live stock, and fish.

Prior to 1933 cinnamon oil was produced in Seychelles by steam distillation of the bark and as far back as 1916 relatively large quantities of the oil were exported. Because the oil did not conform with the quality requirements of the British Pharmacopoeia (insufficient solubility in 70 per cent alcohol), lack of demand caused production of the oil to be discontinued by 1933. Only recently has production been resumed and this on a very limited scale, only a hundred pounds or so being exported in 1940.

The department of Agriculture in Seychelles and the Imperial Institute in London undertook last year a joint study to determine if cinnamon bark oil from that source can be produced, either by fractionation or blending, to conform to the official specification requirements. The results of the investigation are reported by D. J. Cosgrove and H. T. Islip.[1]

Four samples of oil, prepared by the dry steam distillation of unscraped cinnamon bark, were obtained from Seychelles and the physical and chemical characteristics determined at the Imperial Institute. The first sample represented the oil collected during the first 15 minutes of distillation; the second sample consisted of the remainder of the oil distilled during a further 3-hour period, until the bark was exhausted; and the third and fourth samples comprised the products obtained on redistilling the first and second aqueous distillates, respectively.

The first two samples were clear with a small amount of crystalline deposit on the bottom of the containers. The other two samples exhibited a slight opalescence. The odor of the first sample was somewhat weak, that

[1] *Bulletin of the Imperial Institute* 44, 188-204 (1946).
[2] *Spice Mill*, March 1941, p. 38.

TABLE I

	Sample No. 1	Sample No. 2	Sample No. 3	Sample No. 4	B. P. 1932 Specification
Specific gravity, 15.5°/15.5° C.	0.9615	0.9885	1.0274	1.0396	1.000 to 1.030
Optical rotation	–4.14° at 21° C.	–2.98° at 22° C.	–1.57° at 23° C.	–0.96° at 22° C.	0° to –2° at 20° C.
Refractive index, 20°C.	1.5450	1.5618	1.5879	1.5979	1.565 to 1.582
Cinnamic aldehyde, Percent*	45.6	55.5	70.7	76.9	50 to 65
Solubility in 70% alcohol at 15.5°C.	Insol. in 10 vols.	Insol. in 10 vols.	Sol. in 2.7 vols.	Sol. in 2.1 vols. with very slight opalescence	Sol. in 3 vols. with not more than slight opalescence.

*Hydroxylamine method, B.P. 1912, p. 582.

---

of the second and third samples was satisfactory, while the fourth sample smelled too strongly of cinnamic aldehyde. The characteristics of the four samples are presented in Table I in comparison with the British Pharmacopoeia specification requirements.

The British Pharmacopoeia test for the absence of cinnamon leaf and cassia oils is: slight green, but not a blue or a deep brown color produced on adding one drop of ferric chloride solution to a solution of one drop of the oil in 5 milliliters of 90 per cent alcohol. All four samples passed the test.

The data show that none of the samples conforms to the official requirements, except for the absence of cinnamon leaf and cassia oils. Numerous attempts were made to mix the samples in various proportions, with and without additional fractional distillation, in order to give a product which would meet all of the specification requirements, but without success. To produce an oil which would be soluable in 3 volumes of 70 per cent alcohol, at least 69 per cent of cinnamic aldehyde was found to be present and the refractive index failed to conform also.

The authors refer to the *Semi-Annual Reports* of Schimmel & Co. for November 1908 (p. 41) and April 1913 (p. 42) in which it is stated that cinnamon bark oils from Seychelles and Ceylon have the same constituents, except that camphor does not occur in the Ceylon oil. They were unable to detect the presence of camphor in the four samples of Seychelles oil, and believe that the insolubility of this product in alcohol is caused entirely by the presence of unduly large amounts of terpenes. They resaon that there must be some other ingredient in Ceylon oil which is responsible for its higher alcohol solubility.

Determination of the eugenol content of the four samples under investigation disclosed the following percentages: 2.2, 3.3, 5.0, and 6.0 for samples 1, 2, 3, and 4, respectively. Three commercial samples of cinnamon oil, B.P., purchased in London, showed eugenol percentages of 8.5, 8.5, and 10.5. One of these samples was labelled, "This oil is not offered as a direct distillation of cinnamon bark, but conforms to the analytical tests of the British Pharmacopoeia, 1932". In Ceylon a proportion of cinnamon leaf oil (high in eugenol) is often added to the bark oil, or a mixture of bark and leaves is steam-distilled; thus accounting, perhaps, for the presence of an appreciable quantity of eugenol in the Ceylon product. But we should not overlook the work of Guenther,[2] who distilled various kinds of bark material from the Negombo district of Ceylon and reported the following amounts of eugenol in the oil: quillings 16 per cent, featherings 18 per cent, and chips 38 per cent. Cosgrove and Islip point out that the eugenol content of cinnamon oil from the bark of the cultivated bushes of Ceylon may be much greater than that obtained from the bark of the wild trees growing in Seychelles.

The second phase of this investigation was concerned with the study of oils distilled under controlled conditions at the Imperial Institute, using scraped and unscraped barks received from Seychelles. A total of 15 fractions, representing various stages in the distillation and redistillation of the oils from these barks, was analyzed and no fraction or mixtures of them were found to conform to the British Pharmacopoeia specifications. For example, an oil from the scraped bark which was soluble in 3 volumes of 70 per cent alcohol had a high (71 per cent) cinnamic aldehyde content and also did not meet the optical rotation requirement. When certain fractions of this oil were mixed and eugenol added to increase the content of this ingredient to 10.8 per cent, an oil meeting all requirements except optical rotation, was obtained. Oil from the unscraped bark was found to be inferior in both yield and quality.

The investigators conclude that there is a deficiency of eugenol in the Seychelles oil and that this constitutes the chief obstacle to the production of an oil meeting all of the British Pharmacopoeia requirements. They attribute this difference from Ceylon oil to climatic and soil conditions, or to variations in the age of the barks from the two sources prior to distillation. Further research is needed in order to confirm these conjectures.

HOW TO MARKET YOUR PRODUCTS WITH CLEAN, SMOOTH, UNTORN LABELS

YOUR one best insurance toward an always clean, appealing package . . one that literally shouts aloud—"BUY ME, I'M BETTER"—is to entrust your label adhesive needs to PAISLEY. The swing in modern retail merchandising is toward self-service . . towards on-the-spot *impulse* buying. How necessary it is, then, to make certain that YOUR labeled packages look factory-fresh in the stores, with clean, smooth, untorn labels.

PAISLEY Labeling Adhesives are playing an increasingly important part in bringing products to market in perfect condition. If you want the ONE best labeling adhesive for a SPECIFIC operation, submit the facts to Paisley. Their skilled adhesive chemists will subject them to scientific laboratory analysis, then send you recommendations. This valuable service doesn't cost you a penny, nor does it obligate you to buy!

Here are some of the types of finer, field-tested adhesives developed by our scientific staff:

1. CARTON SEALING GLUES
2. AMPULE AND GLASS VIAL LABEL GLUES
3. BOTTLE LABEL GLUES
4. MOISTURE-RESISTANT LABEL CEMENT
5. GRIP-TIGHT LABEL PASTE
6. SHIPPING CASE GLUES

Free Consulting Service for All Adhesive Users!

SEND FOR THIS DATA SHEET NOW!

There's a laboratory-developed, tested and controlled PAISLEY scientifically designed Adhesive for practically every fabricating, manufacturing, product labeling and sealing operation. Buy adhesives the scientific way. Send for an Adhesive Operation Data Sheet. Fill in and return it to our laboratory for analysis and recommendations. Get the ONE best adhesive for the SPECIFIC operation. Write today. There's no obligation.

WRITE FOR FREE 8-PAGE ADHESIVE FOLDER—"The SURE . . The MODERN Way to Buy Adhesives!"

PAISLEY PRODUCTS INCORPORATED

Manufacturers of Glues, Pastes, Resin Adhesives, Cements, and Related Chemical Products

1770 CANALPORT AVE., CHICAGO 16, ILL., PHONE CANAL 2220 ★ 630 W. 51st ST., NEW YORK 19, N.Y., PHONE COLUMBUS 5-2860

Packaging and Selling

1947 Cosmetic Sales Up

Sales of toilet goods and cosmetics in 1947 will rise above record totals of 1946, continuing a ten-year trend of increases year after year, it was agreed by a panel of experts at a luncheon meeting of the cosmetic division of Fashion Group, Inc.

Members of the panel included Norman S. Dahl, president of Prince Matchabelli, Inc.; Frank R. Hale, promotion director of Cunningham Drug Stores, Detroit, and Kay Brown, cosmetics buyer, Bloomingdale's. Stephen L. Mayham, executive vice-president of the Toilet Goods Association, Inc., presided.

Speakers emphasized that while the rate of increase of toilet goods sales has slackened there is no indication that volume will fall below 1946. Mr. Mayham asserted that retail cosmetics business during the first three months of this year showed an improvement over the corresponding period of 1946, but large store inventories prevented this from being translated into a similar increase in orders placed with manufacturers.

Coty and the N.A.R.D.

"Calling Coty's Bluff" is the vigorous and somewhat belligerent title of an editorial appearing in the current issue of the NARD Journal.

This is not the first attack which has been directed against Coty from various branches in the field of distribution since the company initiated a somewhat drastic elimination of many retail accounts and some wholesale distributors. This new policy of Coty was based upon a very comprehensive personal investigation of individual, retail stores, and the retail accounts which were later eliminated were those which did not meet the standards of the kind of retail stores or the stores with retail sales ability, which Coty under its new plan wished to recognize as a retail distributor.

Because Coty has a very large public following and is certainly one of the very few leaders in the class field with a heavy consumer following in every community of the United States, it is very natural and human that many retail drug stores, deprived of the Coty retail franchise, should bitterly resent this loss of business and loss of prestige, and that in turn the National Association of Retail Druggists should spring to the defense of these stores.

However, it seems to us that in "assailing the selective distribution system of cosmetic manufacturers" the association is stepping over into a much broader field of discussion involving the whole philosophy of selected distribution, where there is ample opportunity and a great deal of need for restraint and factual discussion of this subject. Certainly it is not one which should be the subject of denunciations, nor will it in the slightest aid the independent druggist to become hot and bothered on this subject.

It is suggested in an article in this issue, which happens to be entirely fortuitous, and was written and scheduled more than a month before any suggestion of this attitude on the part of the NARD was known, that practically the entire field of manufacturers of cosmetics in class, selected distribution have found very few new independent druggists willing or inclined to meet the very logical and necessary requirements of these manufacturers in retail distribution, even though the total volume of these manufacturers has more than doubled in the last five years.

The blunt facts as we see them, and as we know from personal experience nearly every class manufacturer feels, is that there are not enough retail druggists willing or able to do a competent job in selling class cosmetics. The vast majority of these manufacturers are willing and eager to help more retail druggists establish a toiletries department capable of selling class cosmetics. There is no reason on earth why the retail druggist is entitled to recognition from any manufacturer except as he earns it in showing competence in selling. Just as the druggist is entitled to favor any one department in his store, largely to the exclusion or to the neglect of any other department, so the manufacturer, too, is privileged, in fact is

Department of Commerce Monthly Retail Trade Report

Retail sales of all kinds in drug and department stores showing the increase for the month of January 1947 over the same period in 1946.

	Department Store	*Drug Store*		*Department Store*	*Drug Store*
Atlanta	+5	+15	Memphis	+7	+4
Baltimore	+11	+5	Milwaukee	+19	+7
Birmingham	+3	+4	Minneapolis	+24	+13
Boston	+20	+6	Newark	+13	+16
Buffalo	+9	+3	New Orleans	+18	0
Chicago	+8	+8	New York	+18	+6
Cincinnati	+20	+2	Philadelphia	+12	+11
Cleveland	+11	+8	Portland	+21	−2
Dallas	+16	0	Providence	+7	+3
Denver	+21	+3	Saint Louis	+21	+3
Detroit	+16	+14	Salt Lake City	+25	+6
Indianapolis	+13	−1	San Francisco	+14	+18
Los Angeles	+19	+5	Seattle	+12	+13

obligated, to select the store on the basis of the retailer who shows competence in selling the products of that manufacturer and who makes the whole character of his store compatible with the products of the manufacturer.

It seems to us that this whole question should receive a great deal more restrained and factual discussion, and that above all it should be recognized that cosmetic manufacturers are willing, and earnestly desire to work with the retail druggist so that every druggist who is interested in doing a good job in the selling of cosmetics, will in turn receive the recognition and the support of the manufacturer.

Returned Goods Plague

The drastic upsets which have characterized the cosmetic business in the first three months, declining sales an average of 25 per cent, have natural causes that most people in the industry understand and many anticipated. Some wide effects of this condition are not so pleasant and may influence business long after retailers have completely adjusted their inventory and the consumer has again started buying.

The returned goods this year were probably far in excess of anything that the industry has ever witnessed. While there was some drop in consumer buying, major contributory causes were, undoubtedly, senseless overselling by many manufacturers and too late deliveries. Most stores were caught with variable amounts of merchandise which they could not return, simply because the manufacturer was financially unable to take it back. This type of merchandise has occupied the display space and the selling efforts of many stores, and in the past few months the clientele of many fine retailers have been sold merchandise which the store now considers inferior and which it will not purchase again.

Another nice little wrinkle is that many buyers of large stores where there was a bonus based upon sales, inventory and a low percentage of dead stock, have been going to manufacturers asking them to take back merchandise that the store needs and placing an order 30 days in advance for exactly this same merchandise. This may cover the bonus period, but it hardly looks like the perfection of efficient merchandising we hear so much about in the big stores. Manufacturers too are having some difficulties of this sort. We hear of a few salesmen who have badly overloaded their trade, and who saw in a deluge of returned goods a very unfortunate revision of their own income from commissions, resigning from the company perhaps to go with another company where their predecessor had already performed the same high jump.

The Cosmetic Trend

Buyers in close touch with the general market situation are frankly wondering about the wave of jitters that seems to have struck some members of the cosmetic community, manufacturers as well as retailers. Department stores have done better than expected since the start of the year and were approximately 14 per cent ahead of last years' figures by the end of February, with everything pointing to the maintenance of a favorable sales margin over last year.

As cosmetic generally constitute a three per cent to total of the sales of the average department store and have been holding to this proportion, through good and bad, for a long period of years, there is no reason to expect why they should have acted differently this year. As a matter of fact, they have not. If anything should prove wrong with cosmetic sales the weak spot is not to be found in the department stores. Neither can any weakness be seen in the drug store field. Experienced buyers point out, though, that there is always the possibility that some cosmetic manufacturers may have expanded into new fields during the last years for which they were not fitted, or where they did not have the right experience. Not all of these additions to their lines are making out as successfully as had been expected. Many new store outlets which had taken over the sale of cosmetics, because of restrictions and lack of supplies in their main field of activity, are now discontinuing them as their principal supply sources return.

If the cosmetic industry wants to see a further advance in sales this year, it will have to make additional efforts in advertising and selling pressure. It is only natural that the rate of growth must slow down with every new year of sales expansion. However, there is every possible evidence that the American cosmetic market has not yet reached the end of its absorptive capacity.

About 55,000,000 persons were employed in civilian occupations in February which is 4,000,000 persons higher than one year ago. The Index of Purchasing Capacity touched the highest level in the history of American retailing. Steel production, automobile production, in fact almost every other index measuring national prosperity run upon unusually high levels. It is difficult to reconcile these facts with the "morose" state of mind of some of the salesmen of the cosmetic industry as they call on their customers. A more optimistic outlook is clearly indicated.

Retailing Studies

The second report of a continuing study of the independent druggists jointly sponsored by the National Association of Retail Druggists and the Saturday Evening Post has just been issued.

These two studies contain so much valuable material on the operations of retail drug stores both for the druggist and for a manufacturer selling through drug stores that we sincerely hope this program will be continued. The first study published in August, 1945 contained a number of detailed studies of store operations and of departmental operations. This second study, which we have just received, covered a number of added features, such as the use of merchandise displays within the store, lithograph, window and counter displays, advertising by stores, in addition to operational data, employment, relations with wholesalers and agencies.

Through the Controllers Congress of the National Association of Retail Dry Goods Stores and the Harvard Graduate School of Business Administration there has been available a great deal of operating and merchandising data for department stores and chain stores. These two studies of the Retail Druggists now give an equal opportunity to anyone selling the independent druggist for fully understanding store operations in this branch of the retail field.

HOW AN ALERT SALESMAN PREVENTED A LEGAL TANGLE

Not so long ago an inside salesman who checks and enters orders for Armstrong's glass containers stopped and stared at a rush order. Then he reached for his phone.

"Bob," he asked the district sales manager, "what about this order for a two-fifths pint flask? Is that a legal size?"

"They assured us it is," the sales manager replied, "for alcoholic liquor other than whisky."

"Well, I dunno," the salesman replied dubiously. "I'm pretty sure a two-fifths pint flask isn't included among the sizes of containers permitted by government regulations. I would like the Legal Department to look into it and make sure."

The Legal Department did—and found no two-fifths pint flask listed. Then they had the Armstrong legal representative in Washington check with the proper official in the Treasury Department.

The flask was illegal. Sizes down to one-sixteenth of a pint were listed, but no two-fifths pint. The customer was notified—the order cancelled—and costly trouble averted. Had the flasks been manufactured, filled, and distributed before the government caught the error, the customer would have been subject to criminal penalties, and his permit could have been revoked.

Fortunately, situations of this kind don't happen often. You can be sure when you buy glass—and closures—from Armstrong's, that every order is handled by competent people who take a personal interest in each order. No matter what problems may arise in handling your order—whether legal, scientific, engineering, or design—you get the finest professional assistance from Armstrong's unusually large and well-staffed service departments.

For full information on any of Armstrong's glass or closures, call your Armstrong representative. Or write direct to Armstrong Cork Co., Glass and Closure Division, 3804 Prince St., Lancaster, Pa.

 # A-4289 is a cosmetic bottle—ideal for leg make-up . . . the Empress closure is the choice whenever the good looks of a package are important.

PERFECTLY MADE-UP. . .

Your product in the exactly right Duraglas Container!

A sparkling, attractively made-up package catches the customer's eye—wins your beauty product a place on her dressing table.

Our stock drug, chemical and toiletry line includes more than 1400 Duraglas containers! Each is a dependable protector, an efficient, economical package, a flattering background for your distinguishing label!

Among these functional containers you should find one that's made-to-order for your product's special requirements—the right shape, the right size, *the right look!*

After you've selected the container that fills your needs, choose an O-I closure that will be the finishing touch to a package that protects, beautifies—*and sells!*

Duraglas TRADE MARK REG. U.S. PAT. OFF. CONTAINERS—Protectors of Quality

OWENS-ILLINOIS GLASS COMPANY, TOLEDO 1, OHIO Branches in Principal Cities

Cosmetic Sales

Again in 1946 sales of cosmetics reached a new high, according to BEAUTY FASHION, the magazine of the perfume and cosmetic industry. Estimates for the year indicate an increase of 5.6 per cent, thus setting a new high annual volume of approximately $850,000,000. This compares with $805,000,000 for 1945, which in turn represented about a 14 per cent increase over 1944. Thus the curve seems to be leveling off, although the general belief is that the industry is still growing and that 1947 will show another increase in sales of 8 to 10 per cent. In any event, 1946 represented the eighth consecutive year of increased sales from the $338,000,000 volume of 1938.

On the basis of the $850,000,000 total for 1946, sales of creams amounted to some $90,800,000; perfumes, colognes and toilet water to $86,840,000; face powder to $72,390,000; lipstick to $28,080,000 and manicure preparations to $22,310,000.

The figures of the Toilet Goods Association also set a new high, amounting to $699,600,000 for 1946, and, too, they show a percentage increase of 6.0 per cent as compared with BEAUTY FASHION's 5.6. Sales for the last ten years as estimated by the Toilet Goods Association were: 1937, $352,000,000; 1938, $366,100,000; 1939, $387,600,000; 1940, $400,000,000; 1941, $419,000,000; 1942, $439,600,000; 1943, $461,000,000; 1944, $546,300,000; 1945, $659,900,000.

Cooperative Advertising

Cooperative advertising this year appears to be increasing among cosmetic manufacturers, in volume. There is also a very definite change in the careless, haphazard way in which a number of manufacturers have been distributing bonuses to the retailer under the label of cooperative advertising.

The advantages in this so-called partnership still lie heavily with the retailer. A large cosmetic manufacturer, who last year passed out cooperative advertising funds to his retailers based upon 10 per cent of sales and with very little effort to check the way this money was spent, this year sent out a formal contract to all 1800 stores through which his products are sold. The contract still allowed an expenditure based upon 10 per cent of sales, but required the retailer to match the dollars of the manufacturer, or in other words pay 50 per cent of the advertisement. After more than a month only 800 contracts have been returned, and the manufacturer told us that most of the leading stores flatly refused to contribute a cent and stated that they would only accept cooperative advertising on the basis that the manufacturer pays the full amount.

A number of other stores who signed will probably not spend a dime under this arrangement during the coming year. This manufacturer found on investigation that while they signed the contract they will give first preference to the manufacturers who are paying the full amount and this will probably use up their quota of newspaper space.

In the opinion of this manufacturer, this leaves between 600 to 700 stores of his total distribution of 1800, which have signed a contract, which doesn't commit them to spending a cent, but permits them if they wish to charge the manufacturer 50 per cent of the advertising bill for local advertising on his products over the store name. A very high percentage of these stores, on analysis, have turned out to be of secondary value in cooperative advertising.

The store may lack any particular prestige which is one of the major values of this form of advertising. It may have a comparatively small traffic, or a clientele not too well suited to this product; the trading area of the store might mean that only a small per cent of the newspaper circulation can be productive, or it may be a store that does very little advertising and, therefore, has not developed the same reader interest or attention value for its advertising that is usually found in the daily advertising of major stores.

All-together the picture for cooperative, newspaper advertising this year is a very ragged one, except for those companies which have developed a workable plan usually through direct personal negotiations with the worthwhile stores.

Discount Trouble

A number of cosmetic and perfume manufacturers are involved in a fight with big stores in a way that seems to be headed for a knockout for one of the contestants. This fight concerns the reduction of the discount by a number of manufacturers from 2 per cent to 1 per cent. A number of leading department stores are taking this decision so bitterly that they have stopped selling several lines in great consumer demand which ran to substantial figures in their own stores.

As a general store policy there is some reason for the great feeling of retailers. In normal, highly competitive times, the net profit of a large part of the department store field rarely exceeded 2½ per cent to 3 per cent, and this discount loss if applied generally could represent, at some future date, a large fraction of their profits. In addition, the 2 per cent discount has long been a traditional way of doing business.

The cosmetic and perfume manufacturers are in a somewhat different position than manufacturers in a number of other trades, who have taken this action, because the cosmetic manufacturer has been subjected by leading department stores to so many additional expenses that many leading cosmetic lines, doing very substantial volume in these leading stores, actually find this business, in many cases, either operating at a loss or at an insignificant margin of profit.

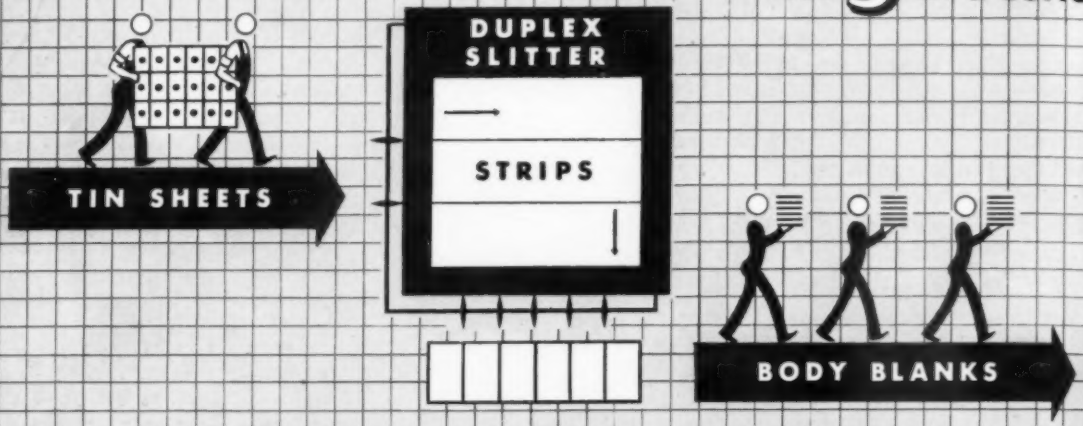
In top department stores the perfume and cosmetic manufacturer is almost universally paying the full salary of the salesgirl. In a number of the larger stores, through various plans, they have been compelled to pay for display space, for counter space, or for the square footage occupied by their line. They have even in some cases paid the full price of fixtures. Add to this, other incidentals, such as demand for 100 per cent in cooperative advertising cost, and it will seem that perfume and cosmetic manufacturers are under a far greater sales burden in the department store field than any other kind of manufacturer, and that the 1 per cent of the discount which they are no longer allowing is a very trivial effort to regain some of the excessive sales cost that leading stores have maneuvered the manufacturer into.

The picture is still a gloomy one for manufacturers, because these big stores working in close harmony to retain this 1 per cent, wield a club that even the largest manufacturer operating alone and without a firm front from other manufacturers can hardly resist. Yardley's consumer advertising this year has been stepped up to an impressive magazine list largely in four-color advertising and reaching a total readership of 86 millions.

We happened, particularly, to notice the very effective advertising portfolio which Yardley's salesmen will use to explain this campaign to the retail trade, because BEAUTY FASHION occupies a prominent place, both in the statistics and in the illustrations among the consumer magazines. This carries out a

NATIONAL CAN PROTECTS QUALITY

no. 3 in a series



. . . ITS SLITTING METHODS INSURE UNIFORM CAN BODY BLANKS

Users of metal containers benefit by the methods used by today's can manufacturers to cut tin plate first into strips and then into the short rectangular sections which serve as "blanks" from which the bodies are formed. A single type of modern slitting equipment known as a duplex unit does both these operations.

In these duplex slitters, rotary cutters of hardened tool steel cut accurately, rapidly and cleanly so that a high degree of dimensional uniformity is assured. In duplex machines, body blanks are cut with the grain or in the direction in which the metal has been rolled, so that when bending is effected in the body maker, blanks will be bent *across* the grain.

Future advertisements will feature other reasons for you to have confidence that National Can protects quality in every manufacturing operation.

NATIONAL CAN
CORPORATION

Executive Offices: 110 EAST 42nd STREET, NEW YORK 17, N. Y.

SALES OFFICES AND PLANTS IN: BALTIMORE, MD. · CHICAGO, ILL. · HAMILTON, OHIO · BOSTON, MASS. · INDIANAPOLIS, IND. · MASPETH, N. Y. · McKEESPORT, PA. · ST. LOUIS, MO.

thought that we have many times suggested, that is that the addition of BEAUTY FASHION in pictured groups of consumer magazines, adds another magazine to the list and lends to such magazines as, Good Housekeeping, Ladies' Home Journal, etc. an effective name primarily suggestive of this industry.

Debutante

No lack of confidence in the future of the cosmetic business was apparent in the introduction of the new line of toilet preparations, "Debutante", by Daggett & Ramsdell on March 25 in the Cotillion Room of the Hotel Pierre, New York City.

This was an impressive occasion, attended by well over 200 people in the industry and from among the beauty editors; a spectacular fashion show to introduce a new cosmetic line, which the company defines as prepared for the "in-between" age group, and something new in cosmetics. Eighteen preparations, that is lotions and creams, makeup and bath preparations are included in this simplified, coordinated line.

Introduced with a fashion show promotion in a number of leading department stores, "Debutante" advertising will appear in full color in Beauty Fashion, Life, Ladies' Home Journal, Cosmopolitan, Photoplay, The New Yorker, Seventeen, Harper's Bazaar and Junior Bazaar. In this advertising and in the store promotions a continuous fashion coordination has been planned. Each month advertising promotions will pivot on a new fashion design—on clothes, hats, gloves and accessories. The first promotion appeared in a presentation of Debutante fashions and cosmetics at B. Altman & Co. on March 25.

Fair Trade Decision

In a decision involving the rebottling of a Guerlain perfume in the form of Nipps, the Appellate Division, New York, has decided that in the repackaging of perfumes in small vials or the like, the Fair Trade Law covers the sale of the article at a stipulated minimum price regardless of the quantity.

The decision of the Appelate Division holds that where the original producer has established a minimum, say of $1.00 for a perfume of one dram or less, that that minimum will hold even if the individual unit sold may be less than one dram.

In substance, this decision gives the owner of a popular brand of perfume, a new method of stopping the rebottling of such perfume in small vials or small containers salable in individual units anywhere from 10 cents to 50 cents. Since in most cases the minimum sold by authority of the original producer is one dram or more, this decision under the Fair Trade Laws gives the original producer the power to stop rebottling of quantities of one dram or less.

Something New

The new "2-0-8" Evening in Paris face powder claims to be as different in all its qualities as the new transparent-base box is different from the old pasteboard box. The advertising copy reads, "Out of the magic of jet propulsion, the famous House of Bourjois has developed its exclusive new face powder process, "2-0-8". Operating on sensational modern principles, it infuses color and perfume through every tiny powder particle at the rate of 2.08 miles a minute! . . . "2-0-8" Evening in Paris face powder brings you the thrilling beauty advantage of moisture-resistant color! Color that looks fresher, smoother . . . color that stays truer on the skin, giving a lovelier finish than you could ever expect from old-fashioned powders . . . Perfume is intensified, made much more lasting by the "2-0-8" process. This means the face powder has the true perfume of Evening in Paris, the fragrance of romance . . . and it retains its fragrance on your skin for hours longer . . . Greater covering powder! A simple comparison with the powder you are now using (see test below) will prove to you how much better this truly *modern* powder covers the skin, helping to conceal little lines and surface blemishes. Yet it will not cake, doesn't have that dry, "made-up" look . . . "2-0-8" Evening in Paris face powder has a cling never before equalled! It stays . . . and stays . . . and stays. Time it yourself . . . see how much less often you need to make up! . . . This clear-base box is another Bourjois exclusive. The new true-view plastic base does not distort the color. You can select the shade you want, knowing it will look as attractive on your skin as it does in the box!"

An intensive advertising campaign has been launched by Bourjois, using a list of nineteen large circulation magazines and fifty-two metropolitan newspapers throughout the country. This advertising campaign, plus other customer stimulators planned by Bourjois, is designed to build up quick acceptance of the new powder.

It is interesting to note the points Bourjois stresses in its copy theme—that the face powder is smoother, with increased covering and clinging powder, a more lasting fragrance, and a greater richness and depth of color. It is also interesting to note that the new face powder retails at $1.00.

Drug Store Gains

Drug stores have made substantial gains, in some cases as much as 23 per cent over a period of the last six years as the favorite place of purchase for beauty preparations it has been pointed out by Fawcett Beauty Reader Forum in its six-year summary of surveys.

Made largely at the expense of the 5 & 10 stores, gains were also reported for department stores, but the latter didn't register as big gains as drug stores.

For some products, such as cleansing cream, cream for softening or lubricating, depilatories, and bath salts, department stores showed a slight increase while drug stores gained heavily.

In regard to a wide variety of cosmetics and toiletries, the survey shows that the use of home permanent wave kits increased from 17 per cent in 1943-44 to 30 per cent in 1945-46, with the drug store again the favorite place of purchase, jumping from 32 per cent in 1943 to 55 per cent in 1946. Hair rinses dropped in usage from 38 per cent in 1940 to 29 per cent in 1946, but drug stores registered a gain in the same period of more than 10 per cent, 5 & 10 stores were tied as place of purchase with drug stores in 1946, but showed a drop of over 12 per cent as place of purchase since 1940.

Use of deodorants increased from 92 per cent in 1940 to 96 per cent in 1946. Other increases for the same period were bath powder from 70 per cent to 80 per cent; cologne and toilet water from 74 per cent to 81 per cent; bubble bath from 21 per cent to 23 per cent; hand cream rose from 40 per cent in 1940 to 46 per cent in 1946; leg make up from 30 per cent in 1940 to 36 per cent in 1946. While drug stores showed a gain of from 15 per cent in 1941 to 32 per cent in 1946 in sales of nail polish, usage of this product dropped from 97 per cent in 1940 to 94 per cent in 1946. Five & 10 stores took a beating as place of purchase dropping from 62 per cent in 1941 to 33 per cent in 1946. Nail polish base coat and top coat increased in use from 32 per cent in 1941 to 38 per cent in 1946.

Naylon Success Story

One of the sweetest jobs in building distribution and in a strategic planning of promotions is now being done by Schnefel Bros. for Naylon. This excellent new product, appearing in one of the really creative packages of the postwar period, first appeared on the market last February in a very dramatic promotion in a leading department store, supported by strong creative advertising.

These promotions have swept the key cities of the country during this 12 month period, so that the company is now entrenched in a favorable position in most of the top department stores.

National advertising started in December with a 4-color page in Beauty Fashion and a bleed, black and white page in Life. The company now has established a strong community interest in leading fashion centers, has built up a strong retail interest through the success of promotions and sales in top leading stores, and is now carefully and with great selectivity extending distribution as consumer interest expands and sales volume grows.

It isn't too often that a company does such a fine technical job in building sales volume for a new product which wins quick consumer acceptance, because almost always the manufacturer falls a victim to the fallacy of submitting to retail pressure in a product of this sort, and permits distribution to expand too fast for consumer sales to maintain sufficient volume in any one store to keep it a preferred account. Particularly in the early stages of the business development, one of the primary secrets of solid building is to retain preferential position in top stores by making sure that these stores can hold substantial volume.

Variety Chain Plans

Variety chains will show a smaller drop in dollar volume or units than almost any other mass distributor in the event of economic storms ahead and in the future "will be leaders in the field of distribution," Joseph Reiss, president of Reiss Advertising, told the midyear meeting of the Federal Wholesale Druggists Association. He pointed out that these chains now doing an annual volume in excess of $1,600,000,000, have ambitious growth plans which drug manufacturers cannot overlook.

"By 1950," Mr. Riess said, "every major 5 and 10 chain will be obtaining its major dollar volume and major profits from merchandise retailing over 25 cents. They will be the department store of the masses, not variety stores."

"The variety chains intend to step up their drug departments to compete with the big drug outlets in large cities. They intend to set up self-service and partial self-service experiments on small drug package units and intend to package higher-price drug units for bin display."

Specialty or Company Name

The book business would hardly be the place manufacturers in this undustry would expect to find parallel sales problems, yet two interesting surveys among book publishers disclosed problems surprisingly similar in our industry and provided conclusions well worth pondering.

This industry has always had two schools of thought with ardent supporters in each school, that is the family of products where the prestige of the company name was supposed to carry the banner for each of the products and the volume specialty where the prestige of the product far overshadows that of the company name.

In discussing the value of a prestige name for book sellers in helping the sale of any one particular book, both publishers and book stores were in agreement that a book sells in proportion to its merit and popular appeal, largely without regard as to whether it is produced by a little known book publisher or one of the world famous names.

The family of products in our industry with the cosmetic and pharmaceutical, tend to accumulate a very large number of small volume items. In some companies where certain of these items have a sentimental value or where management has an idea that they are really whirlwinds which they will eventually compel the public to accept, often dissipate their energy over a number of these mavericks while the really "naturals" are not getting the individual attention and money their merit deserves.

In discussing a similar situation the publishers agreed that when they hit a winner they should throw everything they have behind it, and on the contrary, books which showed moderate or little natural mobility, should be let largely alone, or at least should not take either time or money away from the winner.

Packaging Winners

Winners of the 11th Annual 5 cent to dollar Packaging Contest, indicate that packaging and particularly variety product packaging, is well on its way to conversion from war-time expedients. Bottle, caps, tube, cartons and other types of packaging materials appeared in the contest in new and progressive forms to do the two-way job of selling merchandise as well as packaging it.

From a field of hundreds of entries, the judges selected winners for awards in the contest, which has been sponsored since 1933 by the Syndicate Store Merchandiser.

The winner in the cosmetics division for the best counter display value was, Etiquet Deodorant Cream, Lehn & Fink Products Corp. For the best use of materials, a novelty toilet water lamp made by The Lander Co., Inc., New York.

In toilet goods and drug sundries division, the greatest counter display value was awarded to, Hospital Specialty Co., Inc., Milwaukee, for its "Medicators". Best use of materials, "Bath Pearls", Delegar Products, New York. And for greatest merchandising value gained from packaging design, Pond's Dreamflower Talc, Pond's Extract Co.

KIMBLE NEUTRAGLAS CONTAINERS

to Meet Current Developments . . .

Several years ago, Kimble developed a Neutraglas container with aluminum seal cap to carry the accepted quantity of Penicillin. When a container for a larger quantity was called for, producers found that Kimble was ready with the correct size of Neutraglas container to meet the newer demands.

Standardize NOW *on Kimble Ampuls, Serum Vials, Serum Bottles and Clinical Glass containers of* NEUTRAGLAS.

The Visible Guarantee of Invisible Quality

KIMBLE GLASS COMPANY

DIVISION OF OWENS-ILLINOIS GLASS COMPANY

VINELAND, NEW JERSEY

Like the sleek, well-groomed appearance achieved by so many beautiful women, beauty in packages is the result of planning . . . of attention to the details of design, color and harmony. That's where Meritseal can help. Meritseal's sparkling colors and smooth, rounded contours give your product that "luxury touch" . . . help your product to be seen first and to sell first.

You'll like other Meritseal features too . . . such as the patented thread design, which allows the cap to spin on and off freely . . . and the hard, tough coatings, to resist scratching and scarring.

If yours is a product that must meet top-flight competition, it will pay you to know more about Meritseal. We'll gladly send samples, prices and full details on request.

Meritseal—

CROWN CORK SPECIALTY CORP.
Division of
Crown Cork & Seal Company

MAIN OFFICE: DECATUR, ILL. • NEW YORK: 60 EAST FORTY-SECOND STREET • CHICAGO: 106 EAST CHESTNUT STREET
WESTERN REPRESENTATIVE: WESTERN CROWN CORK & SEAL CORPORATION . . . SAN FRANCISCO . . . LOS ANGELES

Everyday

or

Once in a Lifetime

When the need comes for penicillin the price is never too high.
To be sure of quality protection
fine drugs like this are packaged with utmost care — right through to the
Ridgelo Clay Coated Boxboard for the carton.
The same features of fine folding boxes
bring their sales value to
everyday drugs, tooth cleansers, powders, creams, lotions
and even pills.
Here, too, Ridgelo Clay Coated brilliance and richness
are first in eye appeal at very little added cost.
In *all* ways Ridgelo
leads to better carton printing and product attraction.

MADE AT RIDGEFIELD, N. J., BY LOWE PAPER COMPANY

Ridgelo
CLAY COATED
BOXBOARDS

REPRESENTATIVES:

H. B. Royce, Detroit • Norman A. Buist, Los Angeles • A. E. Kellogg, St. Louis • Philip Rudolph & Sons, Inc., Philadelphia

——————high speed Production

Well in Hand!

GAIRanteed folding cartons are endowed with a recognized two-fold LEADERSHIP . . .

LEADERSHIP for outstanding performance on high speed production lines.

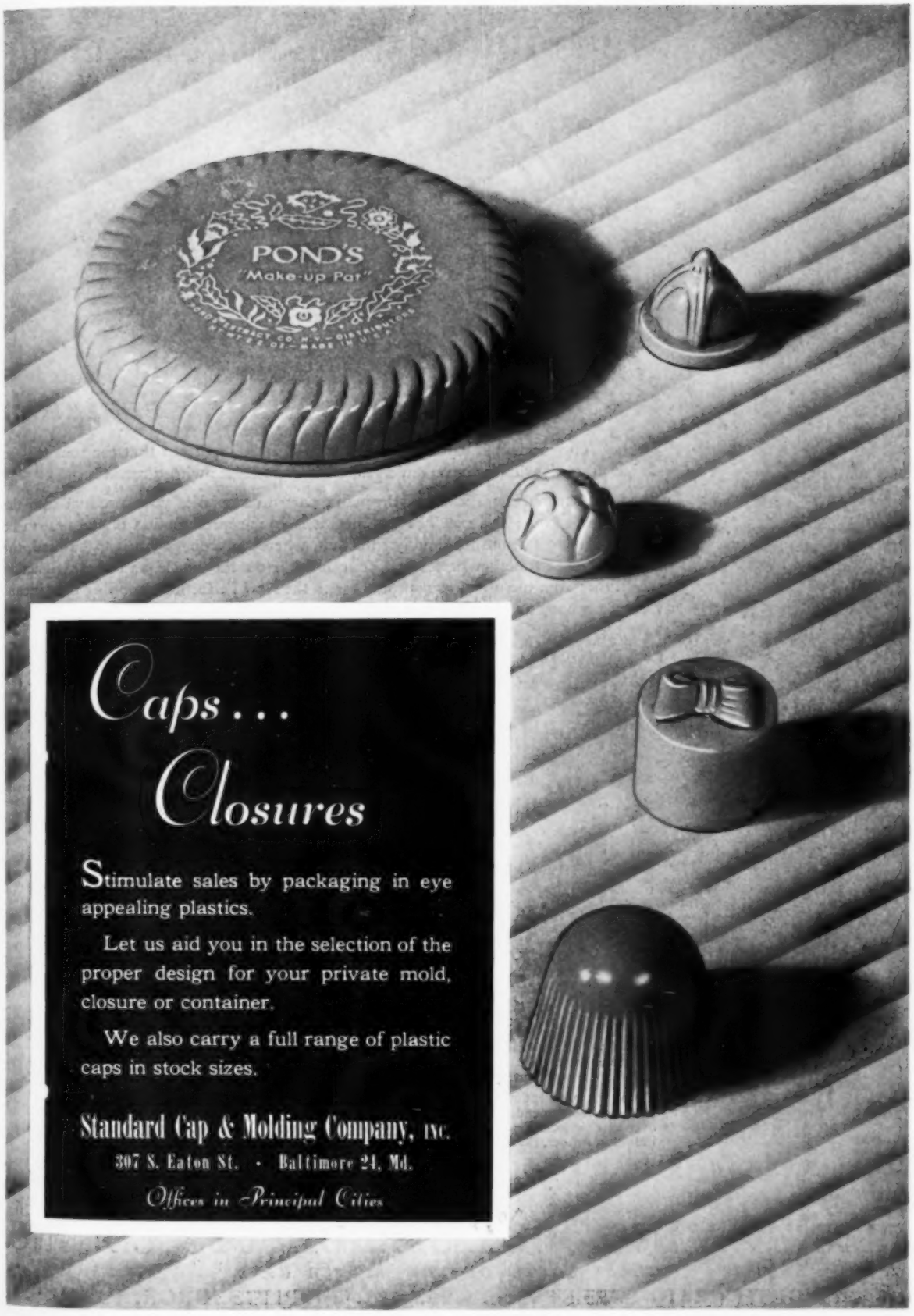
LEADERSHIP for winning commanding attention of buyers in highly competitive retail markets.

Precision and design problems entrusted to GAIR are always "WELL IN HAND".

Write for informative booklet on PRECISION PACKAGING

GAIR

ROBERT GAIR COMPANY, INC., NEW YORK, TORONTO • PAPERBOARD, FOLDING CARTONS, SHIPPING CONTAINERS



Caps . . . Closures

Stimulate sales by packaging in eye appealing plastics.

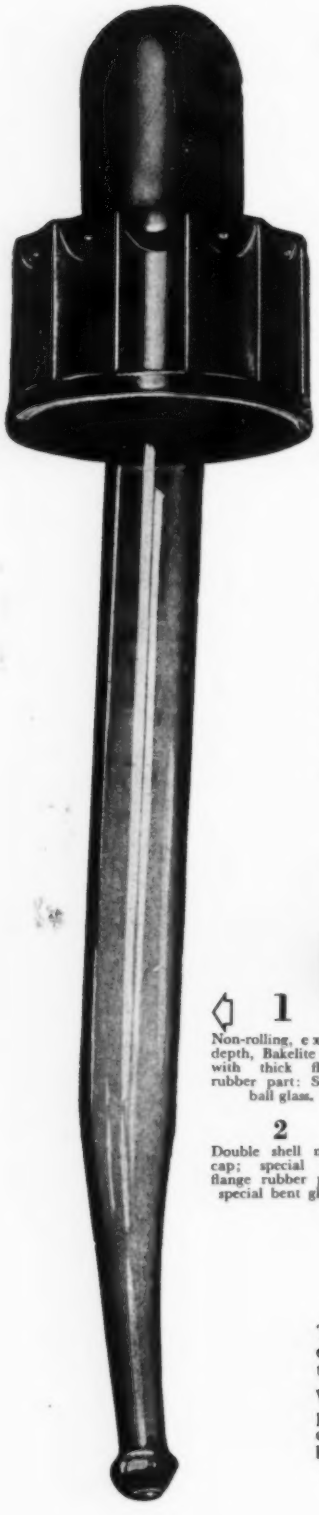
Let us aid you in the selection of the proper design for your private mold, closure or container.

We also carry a full range of plastic caps in stock sizes.

Standard Cap & Molding Company, Inc.

307 S. Eaton St. · Baltimore 24, Md.

Offices in Principal Cities



THE UNIFORM HIGH QUALITY OF

New Perfection
DROPPING PARTS

Protects Your Product . . .
AND Your Reputation

Your product is carefully compounded. It is important that the user will be able to use it without inconvenience and in accordance with directions.

When a New Perfection dropping part accompanies your product into the customer's home and medicine cabinet, it is your representation of the best to be had. It gives assurance doubly sure that, when the preparation is to be used, the dropper will function perfectly. Your label is on the bottle and the satisfaction resulting from the use of your product with the New Perfection dropping part means a long succession of repeat sales.

1 Non-rolling, extra depth, Bakelite Cap with thick flange rubber part: Saftee ball glass.

2 Double shell metal cap; special thin flange rubber part; special bent glass.

3 Regular or acid resisting plastic cap; regular rubber part in various colors; semi-blunt glass.

4 Single shell metal cap; thin flange, non-swelling Amekine synthetic rubber part without strong odor; blunt glass.

5 Fancy colored beetle cap; midget rubber part; regular straight glass.

The New Perfection line of Dropping Parts includes five specialized types of droppers—each one designed for a particular use. Each part, before shipment, is individually checked to be sure it conforms to the New Perfection high standard of quality.

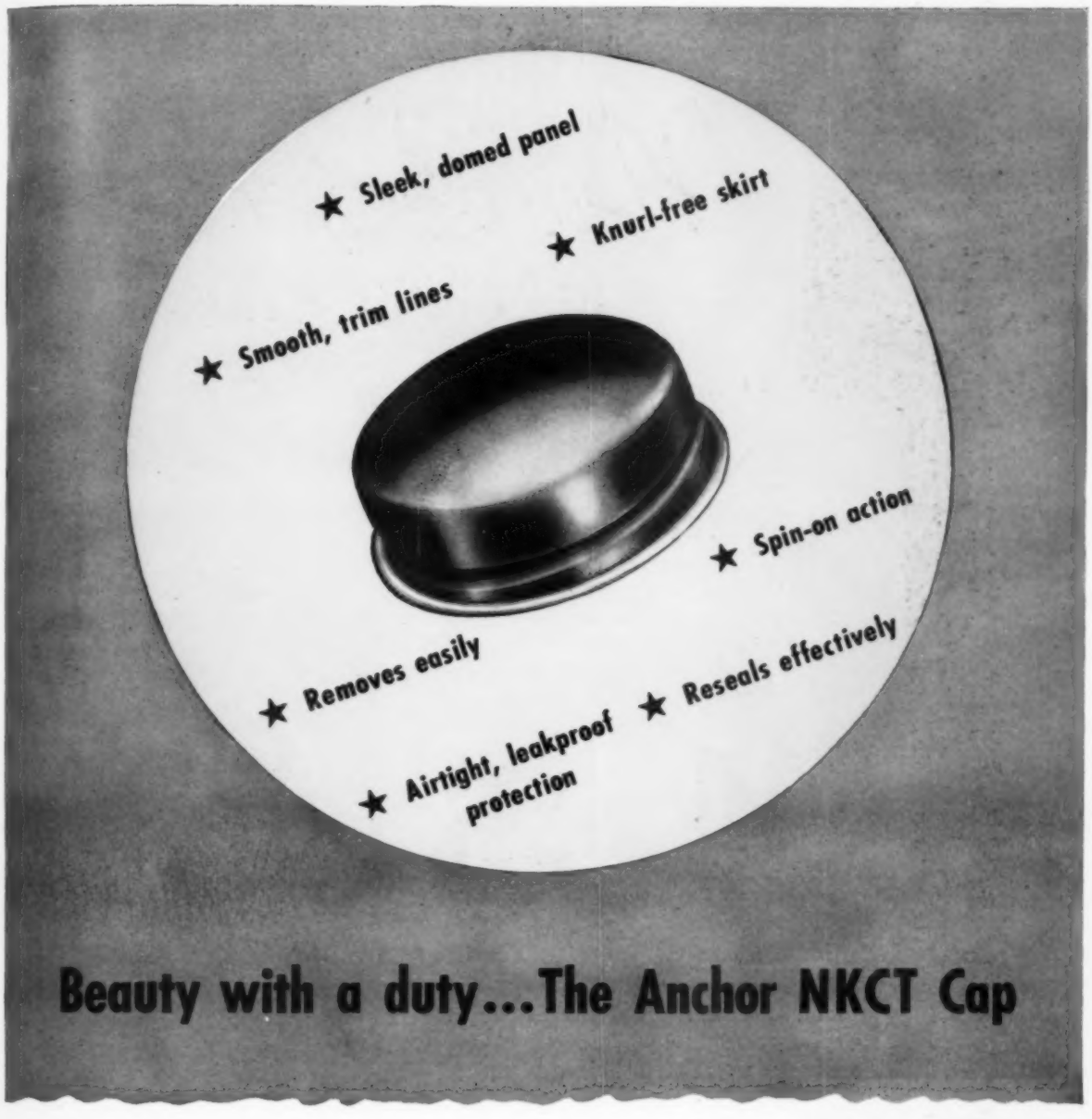
When the preparation to be dispensed is of an oily nature, Amekine synthetic rubber parts are recommended. Amekine does not swell like natural rubber when used with oil over long periods. Dropper glasses can be supplied plain, or calibrated. New Modernistic bottles in Amber, Blue, Green, or Clear are furnished. Sizes:—2 cc, ¼, ½, 1, and 2 oz.

Write for Samples and Quotations

PENNSYLVANIA GLASS PRODUCTS CO. INC.

"GLASS GOODS OF THE BETTER KIND"

428-432 NORTH CRAIG STREET . . . PITTSBURGH, PA., U.S.A.



THE gleaming beauty of the Anchor NKCT Cap performs an important duty for you. It dresses up your package—enhances appearance and sales appeal.

Another equally important job performed by the Anchor NKCT Cap is in providing a dependable airtight, liquid-tight seal. It does that job effectively because its broadly rounded thread grips the *underside* of the glass thread, exerting an even downward sealing pressure on the liner, *all the way* around the top of the glass finish.

Sealing is fast with the Anchor NKCT—either by hand or machine. The unique thread design lets the cap spin on quickly without thread wedging or jamming. And in the consumer's hands it spins off—and on again—quickly and easily, protecting the contents until entirely used.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS CORPORATION
LANCASTER, OHIO

Tune in "Crime Photographer" every Thursday evening, entire Coast-to-Coast Network, CBS.

Jewelite Dresser
Set by Pro-phy-lac-tic Brush Co.
Florence, Massachusetts.

starring on store counters

IN VUEPAK

Your product takes the center of the sales stage when you show its beauty and eye-appeal in sparkling, transparent Vuepak.

That's what Prophylactic proved again when this smartly designed brush, comb and mirror, in an individual "showcase" of rigid Vuepak, made outstanding sales records. Retailer cooperation reached a new high, too. Wise merchandisers know that products in Vuepak (1) take less selling effort; (2) display and stack better; (3) are protected against shopwear; (4) command quality prices.

New mass production methods of fabrication make these Vuepak advantages economically available now. Get full information from your box supplier or: MONSANTO CHEMICAL COMPANY, Plastics Division, Springfield 2, Mass. In Canada, Monsanto (Canada) Limited, Montreal, Toronto, Vancouver.

VUEPAK DATA

Vuepak is a transparent, tough, rigid, beautiful Monsanto cellulose acetate.

Available in sheets up to 30" wide and continuous rolls 30" wide up to 1000 ft. long, depending upon thickness.

Thickness: six standard gauges 0.005" to 0.020".

Unaffected by sunlight.

Unaffected by temperatures up to 200° F.

Easily and economically drawn, shaped, formed or folded into almost any shape with inexpensive dies.

Can be embossed, stapled, printed, cemented, or combined with other materials.

Vuepak: Reg. U. S. Pat. Off.

MONSANTO
CHEMICALS—PLASTICS

VUEPAK
TRANSPARENT PACKAGING MATERIAL

SERVING INDUSTRY...WHICH SERVES MANKIND.

PRECISION-MADE "fitments"

to your Specifications

SCIENTIFIC perfection is your assurance with every dropper no matter what your specifications are.

We have successfully helped many manufacturers design and execute complicated "fitments" for Serums, Vaccines, Toxins, Medicines, Chemicals and Vitamins and we can, without hesitation, work out your dropper problems.

Expert workmanship and the finest materials assured in every dropper. All fitments are completely assembled. Prompt delivery. Send samples and specifications for quotations.

A Dropper to fit Your Every Need!

totus PHARMACEUTICAL LABORATORIES

70 E. COULTER ST. PHILADELPHIA 44, PA.

Soothing Relief

Known and used for many years in this country and abroad, Mazon has an enviable reputation as an unction for the treatment of skin irritations. It is manufactured by Belmont Laboratories Company, Philadelphia, Pennsylvania.

The Mazon jar is sealed with the Crown Lug Cap, an effective guard against deterioration through exposure to air. Sealing pressure is tight and evenly distributed, because the cap structure is flexible to allow uniform "pull down."

The Crown Lug Cap has other good features, too . . . such as ease of application and removal . . . dependable resealing . . . and carefully controlled liner thicknesses. Crown Cork & Seal Co., Baltimore 3, Md. *World's Largest Makers of Metal Closures.*

CROWN CLOSURES

More *THAN MERELY* Beautiful

Beauty and grace of design are characteristic of SWINDELL bottles. But the "quality" of SWINDELL bottles goes deeper than beauty.

They are made with sturdiness and durability to protect your product in shipment.

They are absolutely uniform in accord with rigidly high standards of workmanship.

They are dependable in matching performance to promise.

Whether your requirements involve stock bottles or private mould, machine-made or hand-made, SWINDELL can serve you with distinction.

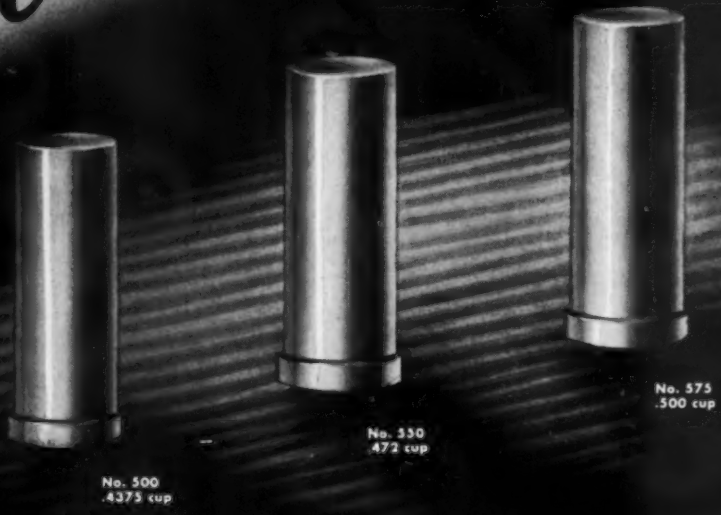
SWINDELL BROTHERS, Inc.

200 FIFTH AVE., NEW YORK ★ BALTIMORE 30, MARYLAND ★ ROBERTO ORTIZ • HAVANA, CUBA

Swindell

Rich Low BRASS

SWIVEL LIPSTICK CONTAINERS



"Fashioned Like Jewels"

THE ULTIMATE IN QUALITY

- De Luxe polished Rich Low brass — baked lacquer finish
- Free wheeling mechanism — It is impossible for the filler to swivel up while the cap is on
- "Click-Tite" closure*

PHONE, WIRE OR WRITE FOR SAMPLES

BRODER INDUSTRIES

INCORPORATED

167 WEST 64th STREET, NEW YORK 23, N. Y. • TRafalgar 7-0092

*Patents Pending

FOOTNOTE TO THE FUTURE*

- ★ Easy to pack
- ★ Chemically inert
- ★ Accurate in capacity
- ★ Supplied in crystal or amber
- ★ Available in 15 sizes
- ★ Light in weight
- ★ Easy to fill

*Anchorglass standard Boston Rounds are here to stay

NO doubt about it — Anchorglass standard Boston Rounds have an important future in the drug and chemical industries.

That's because manufacturers everywhere have learned of the important production advantages that this container offers them. They know that with Anchorglass standard Boston Rounds they can keep production costs down —keep profits up.

For example, long production runs with minimum downtime for changeovers mean smooth, uninterrupted plant operation with a simplified glass container inventory problem. You get high-speed production runs because standard bottles handle faster on your production lines. The smooth cylindrical shape simplifies and speeds up label application.

Shipping costs are low, too, because Anchorglass standard Boston Rounds are lighter in weight than non-standard styles. Yet they're exceptionally strong. Carton size—and cost—is reduced because standard shapes waste no space. And, of course, Anchorglass standard Boston Rounds cost less than non-standard designs.

With all these advantages it's pretty safe to say that Anchorglass standard containers are here to stay.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS CORPORATION
LANCASTER, OHIO

Tune in "Crime Photographer" every Thursday evening, entire Coast-to-Coast Network, CBS.

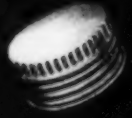
KESSCO PRODUCTS
CHEMICAL SPECIALTIES
EMULSIFIERS
of Definite Specifications
GLYCERYL MONO STEARATE
PURE AND SELF-EMULSIFYING
KESSCO WAX A-21
FOR ANTI-PERSPIRANTS DEODORANTS OINTMENTS
PROPYLENE GLYCOL MONO STEARATE
PURE AND SELF-EMULSIFYING
new
POLYMERIZED GLYCOL STEARATES LAURATES OLEATES ETC.
for
PHARMACEUTICALS TOILETRIES COSMETICS ETC.
ESTABLISHED 1921
STATE ROAD and COTTMAN AVE., PHILADELPHIA 35, PA.

DEPENDABILITY COUNTS*

BERNARDIN
Metal Closures

With human lives at stake, the engineer's watch must be dependable. Likewise, valuable products and prized reputations are at stake when closures are selected. Bernardin closures through the years have safeguarded many fine products—the prestige of many well known brand names. Today they're famous for dependability. Bernardin Bottle Cap Company, Evansville, Indiana.

** Dependability counts in closures too!*



Since 1881—
America's first manufacturer
of metal closures

Famous Plastics

FOR FAMOUS MERCHANDISE

Plaskon Molded Color now lends its beauty and utility to a brand new cosmetic idea . . . the Atomette Perfume Dispenser.

Streamlined and no bigger than an ordinary lipstick, this unit holds exactly one dram of perfume. It is unbreakable, completely spill-proof and leak-proof. One drop of perfume is released at a time, when the dispenser is pressed with the finger.

This is another example of how versatile Plaskon plastics are serving the design and utilitarian needs of America's drug and cosmetic manufacturers. Both Plaskon urea-formaldehyde and melamine-formaldehyde molding compounds are completely impervious to the effects of alcohol, acetone or other common organic solvents. They are not affected by oils, fats or greases.

Write for free illustrated book showing many uses of Plaskon* urea-formaldehyde and melamine-formaldehyde molding compounds in manufacturing and merchandising.

*Reg. U. S. Pat. Off.

PLASKON DIVISION • LIBBEY • OWENS • FORD GLASS CO. • 2110 Sylvan Ave., Toledo, Ohio

In Canada: Canadian Industries, Ltd., Montreal, P. Q.

PLASKON

TRADE MARK REGISTERED

MOLDED COLOR

You'll find Carr-Lowrey machine made flint glass bottles ideal containers for products like hair shampoos and rinses. Their sparkling beauty is the result of specialized experience and skilled craftsmanship developed through close association with the cosmetic industry for over 58 years . . . the reward for manufacturing care that enables us to supply the finest perfume and cosmetic glassware.

CARR-LOWREY GLASS CO.

Factory and Main Office: BALTIMORE 3, MD. • *New York Office:* 500 FIFTH AVENUE (18) • *Chicago Office:* 1502 MERCHANDISE MART (54)

OPAL JARS • HANDMADE GLASS BOTTLES • MACHINE MADE FLINT GLASS BOTTLES

If you want
Distinctive Packaging . .

Modern merchandising requires your product to stand out "in a crowd".

Lusteroid vials and tubes meet this requirement with an almost unlimited color selection—clear or opaque. Light in weight, yet strong, rigid and unbreakable, Lusteroid containers combine full product protection with sales helping visibility.

Moreover, there are substantial savings in shipping, handling and labeling which soon cover the cost of Lusteroid packaging.

Sizes from ¼" to 1¼" in diameter. Lengths up to 6". Cork, slip-on and screw-cap closures. Write for full details.

LUSTEROID CONTAINER CO., Inc.
Formerly Lusteroid Division of Sillcocks-Miller Company

Office and Factory
10 W. PARKER AVENUE, MAPLEWOOD, N. J.
MAILING ADDRESS: SOUTH ORANGE, N. J.

LOOKING FOR TIME AND LABOR-SAVING IDEAS?

Get this new Free Ever Ready Label Catalog!

Page after page of practical ideas for the smoother, safer, simpler functioning of all departments from office-to-factory.

Have a copy on the desk of all your key men!

Write today for a FREE COPY.

EVER READY *Label* CORP.
149 EAST 25th STREET NEW YORK 10, N. Y.

The Sophisticated Package

Lustrously black jars, ceramically transformed out of standard flint jars by our Glass-Crafters shop! The jet black is permanently fired-in and is really swank! Available from stock in 1, 2, 4, 8, and 16 oz.

another
"SHOPPER STOPPER"
by Braun

W. BRAUN CO.
304 N. CANAL ST. • CHICAGO 6, ILL.
347 FIFTH AVE. • NEW YORK 16, N.Y.

HOW FAR CAN WE LEAN OVER BACKWARD

to make deliveries?

WE HAVE NEVER FAILED TO MAKE DELIVERY ON TIME

If it means leaning over backward, we do it, although our customers may never know about it. They know Barnett has always supplied their fancy paper boxes *on time* . . . and we know we have Satisfied Customers. *That's* what counts.

SAMUEL Barnett COMPANY
TURNER & MASCHER STS.
PHILADELPHIA 22, PA.

For Four Generations, Manufacturers of Distinguished Packages for Distinguished Products

Here at last!

AN UNLIMITED SUPPLY of

Rubber Bulb

Fine Mist

ATOMIZERS

20 MM cap

Fits most small size standard bottles.

HERE IS AN OPPORTUNITY FOR MANUFACTURERS and LARGE JOBBERS to purchase PRIVATE LABELED ATOMIZERS complete ready for shipment to their customers.

For the First time since the pre-war period, you can now purchase unlimited quantities of heavy duty, long lasting rubber bulb Atomizers—excellent for spraying perfumes, colognes, lotions, insecticides, moth-proofing liquids—and 101 uses.

All metal spray-head, beautiful chrome finish, not affected by most types of liquid ingredients—high pressure live rubber bulb expels a 24 inch *fine* mist.

Individually Packaged in clear transparent air tight sealed cellophane bag—with or without your name on each individual package.

***Minimum orders accepted*—200 dozens**
$6.00 per dozen—F.O.B.
10 days net on established credit

MILLER PROTECTO PRODUCTS CO.
1317 S. Westnedge Avenue, Kalamazoo, Michigan

FEATURED CHEMICALS in the PFIZER FAMILY

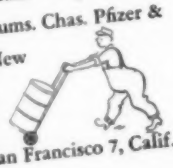
- Ammonium Oxalate
- Ascorbic Acid
- Bi-Cap Flour Enrichment Mixtures
- Bismuth Preparations
- Calcium Gluconate
- Citric Acid
- Citrate Esters
- Cream Tartar
- Fumaric Acid
- Gluconic Acid
- Glucono Delta Lactone
- Iron and Ammonium Citrates
- Iron and Ammonium Oxalate
- Iron Gluconate
- Iron Oxalate
- Itaconic Acid
- Niacin
- Niacinamide
- Oxalates
- Penicillin
- Potassium Iodide
- Potassium Oxalate
- Riboflavin
- Rochelle Salt
- Sodium Citrate
- Sodium Gluconate
- Tartaric Acid
- Thiamine
- *—and many other chemicals*

no. 12 in a series:

CREAM OF TARTAR

Among the manufacturing chemists of America, the pioneer in tartrates is Chas. Pfizer & Co., Inc. Meeting steadily growing and broadening demands in the food and medicine industries, Pfizer Cream of Tartar has continued to reflect the original high standards of its makers.

Among today's important uses of this acid potassium salt of tartaric acid, perhaps the best known is its service as a leavening agent in baking powder. It is supplied by Pfizer in fine granular or powdered form—in barrels, kegs or drums. Chas. Pfizer & Co., Inc., 81 Maiden Lane, New York 7, N. Y.; 444 West Grand Avenue, Chicago 10, Ill.; 605 Third Street, San Francisco 7, Calif.



PFIZER

Manufacturing Chemists Since 1849

NEWS . . .

Horn Heads Abbott Labs.

Raymond E. Horn, vice president and director of sales of Abbott Laboratories since 1933, was elected president and general manager of the Company. Mr. Horn succeeds the late Rolly M. Cain to become the fifth president of the company founded in 1888.

S. DeWitt Clough was re-elected chairman of the board and Alfred W. Bays, director and general counsel, was elected vice chairman of the board.

The board elected director Edmund L. Drach as vice president in charge of purchasing. Directors Edward A. Ravenscroft and Floyd K. Thayer are new members of the executive committee. George R. Cain, was named secretary of the executive committee by the board.

Mr. Horn the new president, has been with Abbott Laboratories since 1922 when the company acquired the Dermatological Research Laboratories, Philadelphia, for which he was sales manager.

Born in Baltimore, in 1886, Mr. Horn graduated from National University, Washington, with the degree of Master of Laws and subsequently served as confidential secretary to George W. Eickersham during his term as Attorney General. Later for years Mr. Horn was assistant chief of the Federal Bureau of Investigation.

During the first World War he directed military and naval intelligence offices in Pittsburgh. Later until the end of the war he was supervising inspector and manager of the Office of Naval Intelligence at Washington, D. C.

He was named general sales manager of Abbott in 1933 and became vice president and director of sales in 1937. He will continue in this capacity in addition to being president and general manager.

Nyal Elections

New officers of the Nyal Company, one of the nation's largest drug distributing firms, have been announced.

Dr. Harry A. Cheplin, Detroit, was elected president, a post he assumed in January, 1947 when E. P. Mattiessen, the former president resigned.

Other officers include E. C. Kidd, vice-president; Carl J. Klemme, vice-president; H. W. Millette, secretary; George B. Schwab, treasurer, and John Q. Adamson, assistant secretary and comptroller.

Chas. B. Chrystal's 50th Anniversary

On Saturday, March 1, the Charles B. Chrystal Company, Inc., held a banquet at the Barbizon-Plaza Hotel, New York, in celebration of its 50th year in business, and to honor Charles B. Chrystal, the founder and present president of the concern, who has been its head for the entire 50 years of the firm's existence.

The banquet was attended by the employees and their families and all the members of Mr. Chrystal's immediate family. A bronze plaque commemorating Mr. Chrystal's business career was given to him by his employees.

Five New Anchor Hocking Appointments

Paul L. Hershfield, formerly general factories manager, and associated with Anchor Hocking Glass Corporation since 1927, has been appointed administrative control manager. In addition, he will supervise the overall manufacturing operations.

Gordon W. Herrold, former plant manager, has been promoted to general factories manager of the package division, succeeding Mr. Hershfield.

J. M. Fordham, former assistant plant manager of the Corporation's Winchester, Ind., factory, has been named plant manager of the Connellsville, Pa., container division plant.

J. W. Baird, with the Company since 1933 goes to the Winchester plant as assistant plant manager, succeeding Mr. Fordham.

Harry S. McIlvaine, formerly personnel manager at Salem, N. J., has been promoted to assistant plant manager, succeeding Mr. Baird.

Monsanto Names Vahle

Walter A. Vahle has been appointed assistant to the director of purchases and traffic of Monsanto Chemical Company and Harry F. Klocker has been appointed general traffic manager to succeed Mr. Vahle.

Mr. Vahle, a native of St. Louis, has been traffic manager of Monsanto since 1922. He was employed by the St. Louis-San Francisco Railway for 15 years before joining Monsanto.

Mr. Klocker, also a native of St. Louis joined the company in 1936 and has served as assistant traffic manager since that time.

RAYMOND E. HORN

EDMUND L. DRACH

GEORGE R. CAIN

Sauer Appointed Budget Supervisor

The appointment of Robert A. Sauer as budget supervisor for Sharp & Dohme, Inc., has been announced by F. A. Platte, treasurer and comptroller.

R. A. SAUER

A graduate of Miami University, Oxford, Ohio, Mr. Sauer was formerly budget manager of the Home Instrument Division, RCA Victor Division of the Radio Corporation of America.

Along with this the appointment of Dr. John A. C. Bowles as director of the newly-created product development laboratory of Sharp & Dohme's medical research division has also been made known.

Dr. Bowles is a graduate of the University of New Hampshire where he received his B.S. in chemistry and was a teaching fellow in chemistry at New York University until 1934, when he obtained his Ph.D.

DR. J. BOWLES

He joined the United Drug Company, now the Rexall Drug Company, in 1935 as a research chemist and since 1940 was associate director of Rexall's research and control department.

Commercial Solvents Adds to Staff

Commercial Solvents Corporation has announced additions to the staff of its research department at Terre Haute. Included are Roger L. Harned, biochemist, formerly with U. S. Rubber Company and Gelatin Products Corporation; and Wilfred B. Dodgson, biochemist. New research chemists are Lloyd H. Wartman, formerly with Bakelite Corporation; Robert G. Bannister; John W. Brodhacker and Michael C. Schultz.

National Oil Products Changes Name

Stockholders of National Oil Products Co., voted to change the company's name to Nopco Chemical Co., in order to identify the company more readily with the chemical industry.

Lovejoy Addresses Sales Executive Club

Frank W. Lovejoy, sales executive, Socony-Vacuum Oil Co., Inc., and president of Sales Executive Club of New York, who addressed the Chemical Salesmens Association at the Roosevelt Hotel, March 19.

FRANK W. LOVEJOY

Biber Resigns

Irving Biber, organizer of Darsyn Laboratories, Paterson, N. J., has resigned from that corporation and severed all connections with the company.

Bryan Joins Firmenich

Charles C. Bryan has joined Firmenich & Co., New York, in charge of its newly established flavor materials department.

Mr. Bryan has been connected with the industry since 1937. He served three years in the Air Force in China. Following his return he resumed his former connection with Fritzsche Brothers Company, leaving that organization to join Firmenich in January this year.

Two Join Naugatuck Sales Staff

Appointment of Willis F. Giddings and Edward J. Moran to the sales department, Naugatuck Aromatics division, United States Rubber Company,

WILLIS F. GIDDINGS

has been announced by M. G. Coudechet, manager of the division.

Mr. Giddings joined the division after five years in the company's synthetic rubber division, in which he served as general production foreman at plants in Naugatuck, Conn., Charleston and Los Angeles. Before that he was for five years plant production superintendent of the U. S. Rubber plantations in Sumatra.

Mr. Moran joined the company after three years in the Army, including service with a tank destroyer unit in Africa and Italy. Before the war he was employed in personnel work in Antigua, BWI, and in Cuba. He was graduated from the University of Connecticut in 1939.

EDWARD J. MORAN

Birch Advanced by Jergen's

Chester T. Birch has been appointed vice president in charge of advertising by The Andrew Jergens Company, Cincinnati. He will be in charge of advertising on all Jergens and Woodbury products.

Three "musts"* in the making of a cough medicine!

fine chemicals of measured purity

your technical skill in manufacturing

rigid laboratory control in your plant

Every year, millions of bottles of cough medicines are used by the American people — to soothe irritated throats and to relieve coughs.

Leading pharmaceutical manufacturers of cough medicines exercise extraordinary care in making these products, so that they may be not only efficacious but palatable as well.

And in that making, there are three vitally important "musts":

- selection of the most uniform fine chemicals, which are important ingredients in a cough medicine.
- scientific compounding and processing of all the ingredients to achieve a quality finished product.
- rigid laboratory control, including testing of all raw materials, and constant testing of the manufactured product itself.

The first of these "musts" is of great importance to manufacturers of cough medicines.

Choosing fine chemicals with purity to the decimal, makes the manufacturer's job easier all the way. When you specify any Baker fine chemical, you specify quality *at the beginning* and you get it. Both your compounding and your laboratory control are simplified. You have quality insurance for your products.

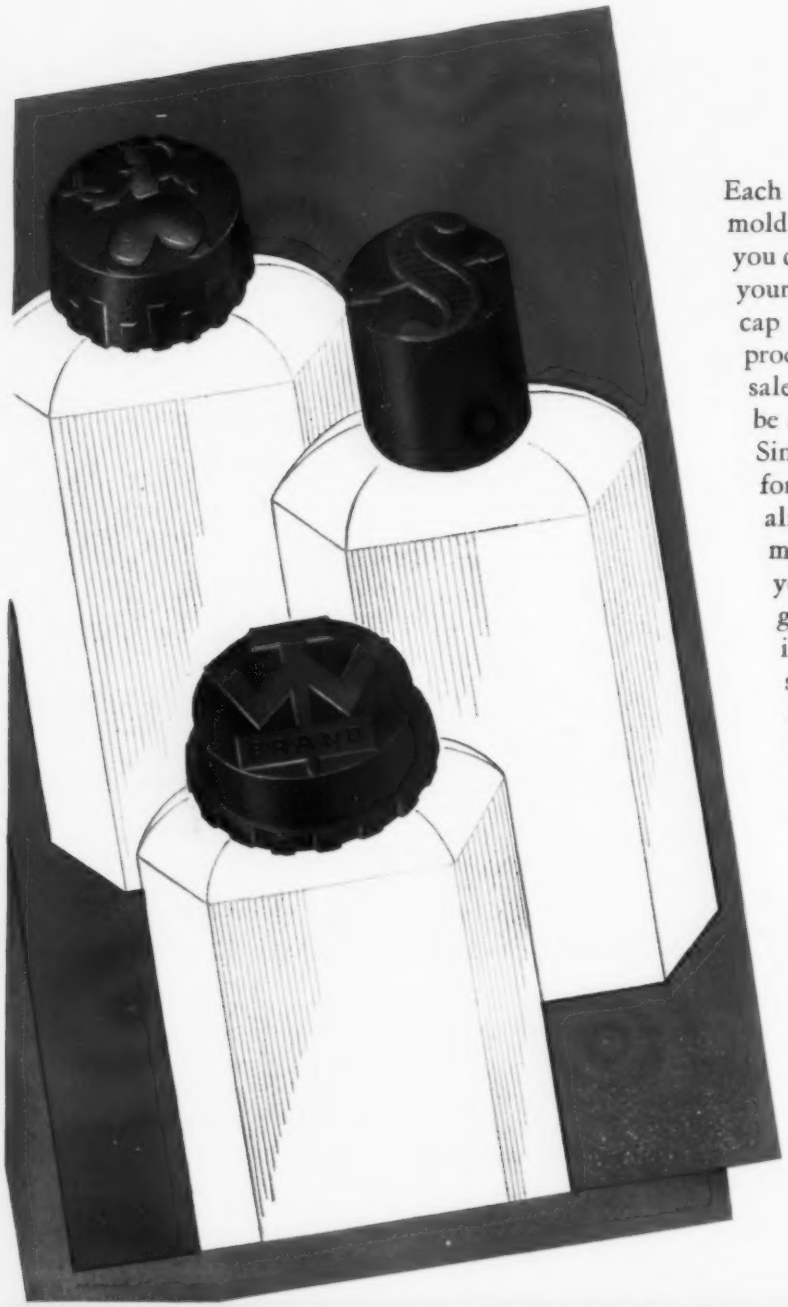
For more than 40 years, the J. T. Baker Chemical Co. has built its chemical business on measured purity. That is why leading pharmaceutical and drug companies choose Baker as a source of supply. They know that Baker's "purity by the ton" in fine chemicals is the result of unique control methods and ceaseless testing.

J. T. Baker Chemical Co., *Executive Offices and Plant:* Phillipsburg, N. J.; *Branch Offices:* New York, Philadelphia and Chicago

Baker's

FINE CHEMICALS

Personalize your package with a Private Design Cap



Each of these three Armstrong's Artmold Cap designs may suggest ways you can make your package exclusively yours. For a custom-created Artmold cap emphasizes the character of your product and package. It provides a sales-building individuality that can be achieved in no other way.

Since your Artmold cap design is held for your exclusive use, that individuality is protected. And it can be molded in an eye-appealing color of your own choice. Get design suggestions and cost estimates, including mold costs, by sending us a sample or drawing of your package. Address Armstrong Cork Company, Glass and Closure Division, 1904 Prince Street, Lancaster, Pennsylvania.

ARMSTRONG'S *Artmold* CAPS
PLASTIC

Gasen Advanced by Bristol Labs.

Robert C. Gasen has been elected treasurer of Bristol Laboratories Inc., it has been announced.

Mr. Gasen, who is head of the financial department, joined the company in November 1945, as legal counsel and assistant to the general manager.

ROBERT C. GASEN

A native of Winchester, Ill., Mr. Gasen is a graduate of the University of Illinios College of Pharmacy and attended Northwestern University College of Law and the University of Colorado College of Law, receiving his L.L.B. degree from the latter institution in 1940.

At the beginning of the war, he was made special assistant to the division director of the War Production Board, in Washington. From 1943 to 1944, he was with the office of Lend-Lease administration as a medical representative in Europe and the Middle East. Returning to this country, he was made assistant division head of the Foreign Economic Administration and worked with that organization until he joined Bristol Laboratories.

Sedgley & Custer Advanced by Rexall

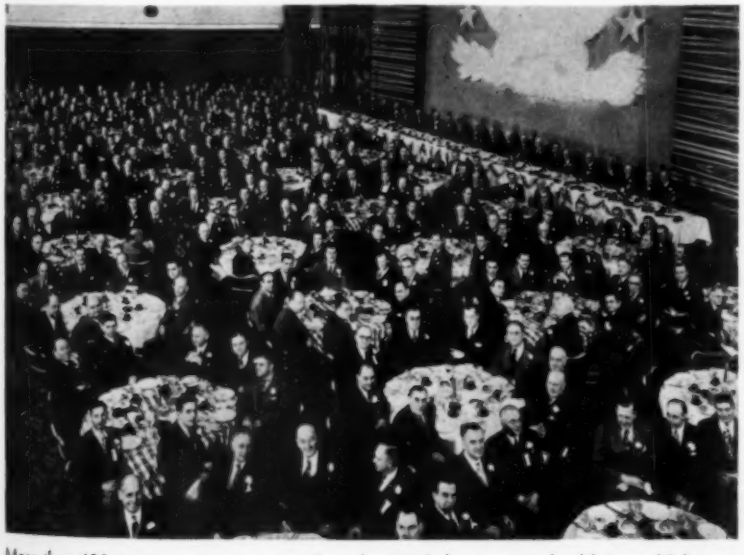
Walter Sedgley and Harry E. Custer have been named assistants to A. F. Jacobson, vice president in charge of merchandising for the Rexall Drug Company.

Mr. Sedgley, who has been with the Owl Drug Company and Rexall for 35 years, will co-ordinate and advise on merchandising department activities, particularly supervising expenses and prices.

A graduate of the University of California, Mr. Sedgley entered the employ of Owl Drug in San Francisco. He left them to become an Artillery Officer in WorldWar I, serving in France with the 41st Division. He returned to Owl after the war, rose to be general sales manager and early last year was transferred to Rexall in a medicine merchandising capacity.

Mr. Custer, formerly merchandising manager for sporting goods and specialties, will have supervision of the merchandising activities of Rexall's nine merchandising departments.

Mr. Custer is a native of Missouri, and started his career with the Katz Drug Company in Kansas City in 1927. He joined Rexall in 1944 as manager of the company's New York buying office.



More than 400 guests were present at the 7th annual dinner given by Magnus, Mabee & Reynard, Inc., at the Hotel Pennsylvania, New York on March 18, to the members and friends of the Druggists Supply Corp. In the gathering were buyers and representatives from most of the wholesale druggists throughout the country.

Lind Heads Chicago Perfumers

The Chicago Perfumery, Soap & Extract Association has elected Stanley M. Lind as president.

Mr. Lind is a graduate of Armour Institute of Technology and secretary of Harry Holland & Son Inc., manufacturer's agents in the raw material field.

S. M. LIND

Other elected officers for the 1947 term are: vice president, George H. Stanton, U. S. Industrial Chemicals, Inc.; secretary, James L. Johnson, G. Barr and Company; treasurer, William F. Kammerer, George Lueders & Company.

Cinchona Products 10th Year

Cinchona Products Institute, Inc., New York, celebrated the tenth anniversary of its founding March 10. Robert H. deGreeff and Norman Taylor have been president and director respectively since the establishment of the institute.

Among those present were: Dr. Albert F. Blakeslee, Smith College; Dr. Harry Gold and Dr. A. A. Marchetti, Cornell Medical College; Dr. Fran H. Johnson, Princeton University; Dr. Ray F. Dawson, Columbia University; Dr. Frans Verdoorn, editor of Cinchoonica Botanica; Dr. James A. Tobey and Dr. Charles E. Dutchess of the Schenley Laboratories.

Medal to Sheffield

L. Tracy Sheffield has received a certificate of merit and a selective service medal in recognition of his services during the war as a member of the selective service board covering his congressional district.

Mr. Sheffield is president of the New England Collapsible Tube Company, whose home office is in New London, Connecticut.

To Reflect Distinction

ARLACEL EMULSIFIERS . . . *A new step to color-free perfection . . . to intensify product elegance for the chemist*

When Atlas ARLACELS are used in your cosmetic or pharmaceutical formula, the natural elegance of your product is reflected without interference by chemical color or odor. On the one hand, ARLACELS are far lighter in color than general-purpose emulsifiers. And on the other, their odor is pleasant and clean. Thus, there is no upsetting of delicate perfume balance—far less intrusion of unwanted color.

Furthermore, because ARLACELS are non-ionic, they are exceptionally stable to freezing and to electrolytes. Non-volatile and heat-stable, too, they are almost universally compatible with materials to be emulsified. They are dispersible in water and soluble in most organic solvents.

We invite you to compare the ARLACEL lack of color with colors of other emulsifiers. Test for yourself the indescribably new richness they permit you to achieve in your products. Born of the same continuing research that produced Spans and Tweens, ARLACEL emulsifiers have been developed especially for cosmetics and pharmaceuticals. They permit you to achieve topical application formulas with first thought *to effectiveness and effect.* Write for more information.

ATLAS

INDUSTRIAL CHEMICALS DEPARTMENT

CHEMICALS ATLAS EXPLOSIVES

ARLACEL—Span and Tween—Reg. U. S. Pat. Off.

ATLAS POWDER COMPANY, WILMINGTON 99, DELAWARE • OFFICES IN PRINCIPAL CITIES • CABLE ADDRESS • ATPOWCO

Malmstrom Returns from Europe

N. I. Malmstrom, president of N. I. Malmstrom and Company, has returned from an extensive business trip to the major capitals of Europe.

N. I. MALMSTROM

Commenting on the status of business conditions in Europe, Mr. Malmstrom expressed the opinion that only small amounts of wool grease would be available for export to this country, partly because of the unsettled labor conditions now prevailing in most wool manufacturing centers. The basic economic factors for this labor shortage is reflected in the low wages now being paid to the workers who produce this wool by-product, and the reluctance of workers to return to the woolen mills at the prevailing low wage rate.

Monsanto Plant Construction

Construction of additional elemental phosphorus production facilities at Columbia, Tenn., involving an investment of more than $2,000,000 has been made known by Monsanto Chemical Company.

The new facilities will result in over 50 per cent increase in Monsanto phosphorus production, the company said, and added that building of new, electrically controlled and operated furnace facilities has been started and is scheduled for completion in 1948.

The Tennessee plant was the first to use large electric furnace units for phosphorus production and was the first to produce elemental phosphorus on a large commercial scale.

Research Company Formed

Horizons Inc., a new research company, has been formed with headquarters in Princeton, N. J. Horizons will engage in research and development in the fields of chemistry, metallurgy and ceramics. The research staff will be directed by Dr. Eugene Wainer, former associate director of research of the Titanium Alloy Manufacturing Company of Niagara Falls, N. Y.

Officers are Edwin T. Goodridge, president and treasurer, Dr. Eugene Wainer, vice-president in charge of research.

Fritzsche Opens Detroit Branch

Fritzsche Brothers, Inc., have opened a branch office at 1514 Dime Building, Detroit. The new office will be under the supervision of T. Fred Baker. The new office is expected to provide more convenient service for the Michigan area.

Brumbaugh Joins Bristol Labs.

Dr. Martin A. Brumbaugh, formerly professor of statistics at the University of Buffalo, has joined Bristol Laboratories Inc., as special assistant to the vice president in charge of plants, Dr. Philip I. Bowman.

DR. BRUMBAUGH

Dr. Brumbaugh joined the faculty of the University of Buffalo, in 1929, he was professor of statistics until 1947. He has been quality control consultant for Curtiss-Wright Company, Sylvania Electric Company, Bausch & Lomb Company. For ten years he has been advisor to the Buffalo purchasing agents and a member of the Bureau of Business Research.

Stearns Plant Improvement in Canada

Work has started on a program of plant improvement at Frederick Stearns & Co., of Canada Ltd., Windsor, Ont.

Reconstruction provides for consolidation of office space and the introduction of a system of straight line production. When the work is completed in April, the filling and finishing operations of both Stearns and Nyal products will be confined to one floor. New equipment is also being installed, as Stearns' sales in Canada continue to increase.

Kingsley Newell, plant superintendent, is supervising the plant improvement program.

Lemke & Co. Moves To N. J.

B. L. Lemke & Co. has established its receiving and shipping department at its new plant in Lodi, N. J. New manufacturing equipment is being installed as fast as it is received. The Company's New York manufacturing facilities, along with the control and development laboratories, will be gradually transferred to Lodi over the next two months.

Reason Advanced by Miller Labs.

E. D. Reason has been elected executive vice president of the E. S. Miller Laboratories, succeeding E. S. Galster who resigned.

Mr. Reason is a graduate of the University of Alabama and has been affiliated with the pharmaceutical industry for the past fifteen years. He joined the E. S. Miller Laboratories as general manager in 1945.

Esrolko Inc. Formed

Esrolko Ltd., Dubendorf, Switzerland, has re-established its American affiliate, "Flora Aromatics Company. Inc.", under the new name of Esrolko Incorporated.

The company's temporary headquarters are located at 30 Irving Place, New York 3. Members of the staff are Robert Perret, Paul Adams, Fred Sartorius and Mimi Greenberger. Erich G. Mantius, Flora's former sales agent in the U. S. acts as an advisor to the new company.

PAUL ADAMS

Paul Adams, acting vice president, has been a member of the Swiss parent company's staff for sixteen years. A native of Switzerland, he came to this country in 1942.

Raffauf to Study in Switzerland

Dr. Robert Raffauf, a senior research chemist of the Norwich Pharmacal Company, left America March 19 for a year of research at the Universities of

DR. R. RAFFAUF

Zurich and Basle in Switzerland.

At the University of Zurich, Dr. Raffauf will study under Professor Paul Kerrer, 1937 Nobel Prize winner in chemistry for work on carbohydrates. Upon completion of his work at Zurich, he will go to the University of Basle to study under another eminent Swiss scientist, Professor Tadeus Reichstein.

Chandler Labs. New Plant

Chandler Laboratories, Inc., Philadelphia, have completed its new model plant and laboratories in the Fern Rock section of Philadelphia.

The new headquarters are located at Eighth St., and Chelten Ave., and consist of a general office building, executive offices, modern laboratories, and a manufacturing division. The company manufactures a complete line of flavors, extracts, concentrates and syrups for the beverage industry.

The management is under the direction of, A. P. Barrett, president; F. J. Beitz, vice president; A. H. Decker secretary and treasurer; R. R. Bartlett, comptroller; Dr. D. J. Kay, chief chemist and director of laboratories and C. G. Merker, sales director.

Cassell Succeeds Mitchell

W. R. Cassell has been appointed vice president in charge of sales for White Laboratories, Inc., Newark, N. J., succeeding Vernon C. Mitchell who resigned effective March 1.

Son Born to Robert I. McKessons

Friends of Robert I. McKesson, executive vice president of New York Quinine & Chemical Works, Inc., are congratulating him on the birth of a son, John Henderson II. Young John weighed in at 7 lbs. 11 oz. on March 5 at the Lawrence Hospital, Bronxville, N. Y.

Kelly Joins Evans Chemetics

Thomas M. Kelly, formerly with the Chem Yu division of Associated Distributors, Inc., has joined the sales department of Evans Chemetics, Inc.

Oscar Rennebohm (right) head of 14 Rennebohm Rexall drug stores in Madison, Wisc., is shown here as he was sworn in March 13 as Acting Governor. Oath was administered by Chief Justice Marvin B. Rosenberry of Wisconsin Supreme Court.

Von Pechmann Establishes Crestmont Labs.

Walter von Pechmann who has been connected with the General Aniline & Film Division for over 16 years as

WALTER VON PECHMANN

emulsion chemist and assistant to the controller of the Ansco division, has established Crestmont Laboratories in Binghamton, N. Y., specializing in manufacturing cosmetic and pharmaceutical emulsions under the customer's selected label.

Two Join Smith Klein & French

Charles H. Fahrenholz, Jr., and George E. Fajcsi, have joined the research staff of the Smith, Kline & French Laboratories.

"ADACIOM" Elections

At the annual meeting of the Associated Drug and Chemical Industries of Missouri, Inc., held March 12 at the Coronado Hotel, Saint Louis, the officers and members of the executive committee were elected for the year. They are as follows: Glenn H. O'Neal, Dow Chemical Company, president, 1st vice president, Wm. B. Van Alstyne, Jr., Merck & Company, Inc.; 2nd vice president, Jack C. Varley, Baird & McGuire Company, Inc.; 3rd vice president, John F. Hershner, Od-Peacock-Sultan Company; secretary, John A. Mueller, S. Pfeiffer Mfg., Company; treasurer, J. Louis Lanz, Albert Albek, Inc.

M M & R's New Building

Magnus, Mabee & Reynard, Inc., has occupied a seven story, fireproof, concrete and steel warehouse running from 15 Vestry St., to 36 Laight St., in New York. The newly acquired warehouse increases by 35,000,000 square feet the space devoted to Magnus, Mabee & Reynard's storage uses.

restmont

has been
niline &
years as

NN

t to the
ion, has
tories in
izing in
pharma-
stomer's

h
r., and
the re-
Kline &

the As-
dustries
2 at the
officers
ve com-
r. They
al, Dow
1st vice
ne, Jr.,
ice pres-
& Mc-
e presi-
Peacock-
John A.
mpany;
Albek,

nc., has
reproof,
running
t St., in
d ware-
square
Magnus,
s.

7: 60, 4

ADVERTISEMENT—*This entire page is a paid advertisement* *Prepared Monthly by U. S. Industrial Chemicals, Inc.*

U.S.I. CHEMICAL NEWS

April ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1947

Chemical Russian 'Made Easy' at Last

If the Russian language has proved a stumbling block to your understanding of the latest chemical developments in the Soviet Union, a current series of articles designed to help you teach yourself chemical Russian may be just the thing you're looking for. Translation is far easier than you think, according to the author. For example, he states that in naming organic compounds, the Russians make very extensive use of terms having English cognates. As a consequence, English-speaking chemists need do little more than learn the Russian alphabet in order to understand Russian organic chemical nomenclature.

Prevents Foaming of Many Hydrocarbon Oils

Foaming can be suppressed in hydrocarbon oils and oil compositions containing them according to the claims made in a recent patent. The process is described as producing a liquid organo-germanium oxide condensation product substantially insoluble in the oil and having a low interfacial tension toward the oil. This is said to decrease the normal foaming tendency of the oil without altering any of its desirable properties.

THE MONTH IN FUELS

A report indicates that a colloidal mixture of coal and fuel oil gives better combustion than either ingredient alone . . . "Smokeless fuel" is marketed . . . A standard unit for testing fuel oils is developed . . . Government sources urge the use of lignite for synthesizing oil . . . A new "combustion control" is claimed to give more economical starting of oil furnaces . . . A microspherical cracking catalyst is invented which is said to resist attrition . . . U. S. crude reserves reach all-time peak . . . A new motor fuel additive is said to inhibit gummy deposits, remove deposits already formed, and lubricate working parts in the combustion zone . . . The Bureau of Mines requests an additional thirty million dollars for synthetic liquid fuel research . . . Two commercial plants are under construction to place the Fischer-Tropsch process in operation.

'Chemische Berichte' Is Published Again

The "Berichte der Deutschen Chemischen Gesellschaft," one of the most prominent German chemical journals, which ceased publication after 1944, has now been revived under the name "Chemische Berichte." Copies of the journal are available beginning with the January 1947 issue.

Map of Mildew Areas

A map showing the areas of the United States that are vulnerable to mildew and rot is now available. The map is expected to be of special interest to textile, paper, and other manufacturers whose products are vulnerable to attacks of this type.

New Uses for Ethanol Found in Photography, Medicine, Food

Employed in Rapid Photographic Drying, Extraction of Rutin, Treatment of Diseased Cows, Preparation of Soy Bean Oils

Ethyl alcohol, familiar stand-by of industry, and raw material for many final products, including anti-knock agents, synthetic rubbers, and organic acids, is now an essential component of many new industrial and scientific methods. Uses for ethanol now include the rapid drying of photographic materials, the treatment of anaplasmosis in cattle, the preparation of rutin from buckwheat, and the extraction of soy bean oils.

RAPID DRYING highlights recent progress in photography made possible by use of ethanol.

New Medicinal Uses

Two new processes have been developed recently to extract the drug, rutin, from dried buckwheat-leaf meal. In one process the extractant is alcohol. In the other, it is boiling water, but alcohol is used in the purification phase. Evidence of the therapeutic value of rutin for reducing the tendency of the capillary blood vessels to rupture, with consequent hemorrhage, in some persons having high blood pressure, continue to accumulate, a recent government report states.

(Continued on next page)

Urethan Treats Dog's Leukemia — Derivative Seen as Aid to Surgery

Spectacular improvement in a dog suffering from leukemia as a result of urethan therapy, and the use of a urethan derivative to combat after-effects of surgery are described in two papers published recently.

The treatment for leukemia consisted of daily doses of urethan in syrup. At the time the treatment was started, the dog was not expected to live more than a day. Within 24 hours, however, after the commencement of urethan therapy, the dog is said to have become energetic and ravenously hungry. The number of leukocytes in the blood decreased, and the dog's weight returned to normal, it is claimed. Improvement lasted for nearly two months but was not retained, the paper states. Leukemia, known as "cancer of the blood," is an abnormal proliferation of white corpuscles.

Restores Gastric Peristalsis

Following operations on the vagus nerve to relieve pain of gastric ulcers, a beta-methylcholine derivative of urethan is claimed to have restored gastric peristalsis and motility. This form of surgery sometimes causes loss of muscle tone of the stomach, resulting in gastric distress, loss of appetite, nausea, vomiting and malnutrition.

Need Research Help?

If you need outside help in working out your current industrial headache, a new booklet may help you. It's an 80-page government directory listing research laboratories and technical facilities available to industry in New York State. There's no charge.

MAKING A NEW DRUG — From this harvest of buckwheat, via an alcohol extraction process, will come the new drug, rutin, to combat high blood pressure.

ADVERTISEMENT—*This entire page is a paid advertisement*

April ★ **U.S.I. CHEMICAL NEWS** ★ 1947

New Alcohol Uses

(Continued from page one)

The serious cattle disease, anaplasmosis, caused by a micro parasite which lives in and destroys the red blood cells, is now said to be treated successfully by a dye metal complex whose active ingredients consist of alcohol, crystal violet, and lactic acid.

Another new pharmaceutical — a combination of alcohol, dextrose, and the vitamin B complex — is claimed to be a substitute for morphine. It is applied intravenously to give relief from post-operative pains. Using intravenous alcohol is claimed to increase the respiratory rate and give protection against pulmonary complications. The action of this drug is said to be slower than morphine, but it is reported to last longer and to be non-habit forming.

Aids in Photography

Outstanding aid to photography is the use of ethanol to accelerate the drying of materials. A recent study has shown that the acceleration of drying by ethyl alcohol is due to the penetration of the alcohol into the gelatin layer and replacement of part of the water to nearly equilibrium conditions.

Ethanol is also used in the preparation of emulsions of low setting point and high wetting power, particularly suitable for application to irregular surfaces by means of a spray gun. A typical gelatin-silver emulsion of this type contains ethyl alcohol plus a solution of a long-chain sodium alkyl sulfate.

It has also been found, according to a recent patent, that the adhesion of photographic gelatin layers to plastics such as polystyrene is improved by using one or more substrata containing maleic acid. The maleic acid substrata is prepared by dissolving the acid in an acetone-ethanol mixture containing dispersed gelatin.

Extracts Soybean Oil

Industrial application of a new continuous alcohol extraction process of soy bean oils is expected to lead to lower cost of oil extraction, higher quality of oil, and a more palatable soybean meal suitable for making soybean flour or for use in various food products. In this process, the alcohol is recovered for reuse by chilling rather than by the more familiar method of distilling the alcoholic solution of oil.

Ethanol is also employed in the manufacture of insecticidal compounds of the type $HO\text{-}CH_2\text{-}CH_2\text{-}NHR$ where R is an alkyl or alkenyl radical containing at least six carbon atoms according to a recent patent. The N-octyl and N-dodecyl compounds are reported to be toxic to houseflies in a five per cent concentration of kerosene. The compounds may be used in solution, in water emulsion, or in dust with inert carriers such as talc.

Do *You* Know How It Works?

What makes that toy bird keep dipping his beak into a glass of water without any mechanical aid is a secret no longer. The answer is acetone.

As described in a recently-issued patent, the bird is actually a hermetically-sealed, balanced still. Here's how it works: At room temperature, vaporization of acetone in a bulb concealed in the tail of the bird, causes the liquid acetone to rise in a tube which projects into that bulb and connects with another bulb in the head. The liquid rising to the head, overbalances the bird and dips its bill into the water. When the bill is in the water, absorption and evaporation of water on the outside fuzzy surface, condenses the vapor in the head. The excess liquid then flows to the tail, making it heavier and raising the beak.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

A 100% vulcanized starch can be cooked in boiling water or 5% alkali without increasing its granule diameter more than 5 microns, the manufacturer states. **(No. 179)**

USI

A heat-resisting synthetic fiber can be heated to 200 degrees C. without appreciable discoloration, according to the manufacturer's claims. **(No.180)**

USI

To prevent "creeping" precipitates, an anti-creep fluid is now being marketed. A few drops of this fluid in the wash solution is said to prevent the "creep" of precipitates on the filter paper and facilitate the transfer of the insolubles from the precipitation vessel. **(No. 181)**

USI

A non-hygroscopic soda lime, reported to be capable of absorbing 25-40% of its own weight of dry CO_2 is said to have uniform absorption throughout its whole active life. **(No. 182)**

USI

To crease thermoplastics flawlessly, a new machine is said to make possible thermal creasing of sheet plastics in either rubber or metal die and elimination of under-or-overcreasing. **(No. 183)**

USI

High-temperature, high-strength porcelains, said to have exceptional mechanical and dielectric strength up to 2,000 deg. F., have been developed. They are said to be particularly useful in aviation spark plugs and radar transformers. **(No. 184)**

USI

Wax- and oil-soluble dyestuffs, claimed to be unaffected by high temperatures required to melt certain waxes, are reported to be equally soluble in vegetable and mineral oils and also produce clear shades in resins and plastics. **(No. 185)**

USI

To prevent ultra-violet burns, a new plastic, said to filter out harmful radiation in sunlight, is offered for use in protective sunglasses, canopies, aircraft enclosures, and similar items. **(No. 186)**

USI

Commercial Grignard reagents may now be obtained in quantities of 500 grams of solution to drum lots, the manufacturer states. Formerly, each manufacturer had to manufacture his own Grignard reagents. **(No. 187)**

USI

To insulate high-temperature equipment and piping, a new material is offered which can also be used as a filtration medium where chemical resistance and inertness is required, according to the makers. **(No. 188)**

USI

Tight-shrinking bottle caps which are alleged to shrink in place to form tight fit are now available for use as sealing caps, as caps to apply over cork or glass stoppers, and as sleeves to seal conventional closures. They are described as being resistant to acid, alkali, and moisture. **(No. 189)**

U.S.I INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND ST., NEW YORK 17, N. Y. U.S.I. BRANCHES IN ALL PRINCIPAL CITIES

ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined

Ethanol (Ethyl Alcohol)
Specially Denatured—all regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96% Absolute
*Super Pyro Anti-freeze
*Solox proprietary Solvent

***ANSOLS**
Ansol M
Ansol PR

*Registered Trade Mark

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate

OXALIC ESTERS
Dibutyl Oxalate
Diethyl Oxalate

PHTHALIC ESTERS
Diamyl Phthalate
Dibutyl Phthalate
Diethyl Phthalate

OTHER ESTERS
*Diatol
Diethyl Carbonate
Ethyl Chloroformate
Ethyl Formate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Alpha-acetylbutyrolactone
5-Chloro-2-pentanone
5-Diethylamino-2-pentanone
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Alpha-Oxalpropionate
Ethyl Sodium Oxalacetate
Methyl Cyclopropyl Ketone

ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

FEED CONCENTRATES
Riboflavin Concentrates
*Vacatone 40
*Curbay B-G *Curbay Special Liquid

ACETONE
Chemically Pure

RESINS
Ester Gums—all types
Congo Gums—raw, fused & esterified
*Araplaz—alkyds and allied materials
*Arolene—pure phenolics
*Arochem—modified types
Natural Resins—all standard grades

OTHER PRODUCTS
Collodions
Ethylene Glycol
Nitrocellulose Solutions
Ethylene
Urethan
dl-Methionine

Printed in U.S.A.

Central Pharmacal Reorganization

In line with a reorganization and expansion program, the Central Pharmaceutical Company, Seymour, Ind., elected the following new officers at a recent board meeting.

JAMES L. ROGERS

W. C. Summer, chairman of the board; J. L. Rogers, president and general manager; W. C. Ross, vice president and production manager; H. Osterman, secretary-treasurer; Helen Robertson, assistant secretary and Maude Tasket, assistant treasurer.

The firm's new president and general manager, James L. Rogers is also president of the American Pharmaceutical Manufacturer's Association.

Founded in 1904, the Central Pharmacal Company has grown for the past forty years, and with its new expansion program, production and sales will be nearly doubled.

Pennock, Cancer Chairman

Charles A. Pennock, president of Hudnut Sales Co., Inc., has accepted the chairmanship of the Cosmetics division of the New York City Cancer Committee and Martin Revson, of Revlon Products, has been appointed chairman of the Cancer Committee's Beauty Shop Equipment division.

Baker Chem. Names Matthysse

The J. T. Baker Chemical Company, have appointed Dr. John G. Matthysse as entomologist in its development program of organic agricultural chemicals. He will be located in Phillipsburg, N. J.

Dr. Matthysse received his Ph.D. from Cornell University in 1943 and then became a member of the Entomology department at Cornell. More recently he has been employed as entomologist for Geigy Company, in Bayonne, N. J.

Weber Appointed Manager

Valie P. Weber has been appointed manager of Bristol-Myers office at Chicago. He succeeds the late R. N. Hill, who died last February 24.

Mr. Weber has been for the past 18 years a sales representative for Bristol-Myers in the Midwest. A native of Chicago, he started clerking in a drug store after finishing special courses in pharmacy, and several years later was made manager of Lyons Drug Store there.

On joining Bristol-Myers as a sales representative, he worked in and around Chicago and Illinois, and at the time of his promotion to branch manager, covered the Northern half of Illinois and the south side of Chicago.

Listner Appointed by Bristol Labs.

Gregory J. Listner has been appointed head of the sterile operations department of Bristol Laboratories Inc., Syracuse, Dr. Philip I. Bowman, vice president in charge of plants has announced.

Mr. Listner had been with Hayden Chemical Corporation since 1939 as an analytical chemist. He received a degree in chemical engineering from the Newark Technical School in June 1943.

Six Aromatic Appointments

Six former servicemen have been appointed as representatives to serve in the Eastern and Midwestern territories of Aromatic Products Inc.

GEORGE R. WOOD

George R. Wood has been appointed branch manager for the Midwestern territory. He has worked with the Chicago office for over a year. Mr. Wood will be assisted by Vernon K. Galitz who will serve Northside Chicago as well as Northern Illinois and Wisconsin.

Walter T. Babcock joins the firm after four years of Naval service and will handle accounts in New York City and New Jersey. Louis A. Romani expands his acitivites to cover accounts in upper New York and the Metropolitan area.

The new representative for the New England territory, is Robert L. Williams. Donald H. Bush joins the company as representative for Eastern Pennsylvania, Maryland and the District of Columbia.

WALTER T. BABCOCK

Terwilliger Heads Bischoff Co.

H. G. Terwilliger has been elected president, treasurer and director of the Ernst Bischoff Company, Inc., Ivoryton, Conn., succeeding I. M. Bischoff who has been elected president of the board.

Mr. Terwilliger has been connected with the Ernst Bischoff Company for the past ten years as director and treasurer. He was also in charge of the company's Memphis plant.

He is taking a leave of absence from his duties as president of the Bischoff Company to serve as a scientific consultant with the Office of Technical Services for duty in the British Isles, Germany and Northwestern Europe.

Morrish Joins Jacqueline Cochran

Edward P. Morrish, former director of production of Parfum Corday and Kathleen Mary Quinlan, has been named executive assistant by Jacqueline Cochran Cosmetics.

Mr. Morrish was also formerly director of production in the Affiliated division of American Home Products Corp., Jersey City.

Johnson Named Sales Representative

Herbert C. Johnson has been appointed as sales representative for the American Machine & Foundry Company, New York. He will represent AMF in New Jersey, Pennsylvania, West Virginia, Maryland, Delaware and Virginia.

Shampoo!

LOW pH

Brilliantine
Hair Tonic
Lipstick
Make-up Lotion
Make-up Cream
Make-up Cake
Rouge Dry
Rouge Cream
Cleansing Cream
Night Cream
Hormone Cream
Hand Lotion
Hand Cream

ADVANCED Cosmetics inc.

38-31 CRESCENT STREET
LONG ISLAND CITY, N. Y.

Private Brands

Powell & Co., West Coast Plant

The West Coast plant of John Powell at San Leandro, Calif., is now producing DDT concentrates, pyrethrum, rotenone and Benzene hexachloride on a 24-hour-

ESLER JOHNSON

per-day basis, it has been announced by Esler Johnson, who is general manager of John Powell & Co. of California., Inc.

According to Mr. Johnson, whose office is at 503 Market St., SanFrancisco, the newly-completed plant will carry a complete line of Powco brand materials on the West Coast. Emphasis will be placed on increased service to Western industry and agriculture.

Associated Products Sues Ruthrauff & Ryan

Associated Products, Inc., manufacturer of Chen Yu and other cosmetics has filed suit last month charging Ruthrauff & Ryan, advertising agency through "false, negligent or careless representation," misled it into an unprofitable tie-in with David O. Selznick's motion picture, "Duel in the Sun."

The deal misfired when the widely advertised horse opera was not released on schedule last summer, due to strikes out in Hollywood. Chen Yu's "Sun Red" nail polish, however did come out on schedule, with an $85,000 advertising push, which proved very much premature. Associated's complaint charges that the advertising agency did not fulfill its "duty to exercise skill, care and competence as advertising agents of national repute" and demands damages of $350,000 as recompense for alleged loss of profits, salesmen's commissions, advertising and other costs.

Rogers Addresses Brand Names Foundation

Intensified teamwork to foster public understanding of the benefits of advertising and the brand-names systems of product identification was launched April 18 when key leaders of industry, advertising, media and retailing met at the Waldorf Astoria Hotel, New York in conjunction with the annual meeting of the Brand Names Foundation.

Edward S. Rogers, chairman of the board of Sterling Drug, Inc., gave the principal address at the luncheon. Mr. Rogers, well-known specialist in the law of unfair competition, trade-marks and copyrights, spoke on the topic, "What Our Brands Mean to America."

Inaugural meeting of a series of sales and manufacturing seminars held under the direction of P. L. Frost, manager of sales of Innis, Speiden & Co. Shown here from left to right are: Donald S. Cushman, assistant manager of sales; J. Bickerton, Insecticide division; Conrad C. Johnson, manager of insecticide division; Frank Grilli, chemical department; Thomas G. Flavelle, manager Gum & Wax department; P. L. Frost; James E. Wickstead; Frank T. Shanahan, manager export division; Herbert S. Cottrell, manager of chemical department; Edward S. Smith, assistant to Mr. Flavelle.

Gershon Named Director

Dr. S. D. Gershon has been appointed director of the new product development for the Pepsodent division, Lever Brothers Company.

DR. S. D. GERSHON

A former member of the graduate school faculty at the University of Illinois, and the College of Pharmacy, Dr. Gershon joined Pepsodent in 1943 as a research chemist.

Commercial Solvents Adds to Staff

Commercial Solvents Corporation has expanded its research and development department at Terre Haute, Ind.

George H. Craig, biochemist formerly with Killian Research Laboratories, and Eli Zinn, chemical engineer previously with Deutsch & Loonam Consulting Chemical Engineers, have joined the research staff.

Added to the staff of the patent department are Dr. Frank G. Colby, formerly with Explosivo Millares and Mayari Chemical Products in Havana, and Dr. Theodore G. Klose from the University of Illinois.

Patrick to Represent Rubicon in Southwest

Paul N. Patrick has been appointed by Rubicon, Inc., as its new representative in the Southwest. His territory will include Texas, Oklahoma, Arkansas, Mississippi and Louisiana.

Flint, Eaton & Co., Anniversary

The annual sales meeting of Flint, Eaton & Company, Decatur, Ill., coincided with the fiftieth anniversary of the pharmaceutical concern. The sales meetings were climaxed by a banquet, which was attended by some 150 guests. As a token of appreciation the employees of the company presented George R. Flint, president a portrait of himself.

Vitamix Discontinues Amphetamine Sulphate

Paul G. Lustgarten, president of Vitamix Corporation, Philadelphia, has announced that as of April 3, 1947, his company entered into a consent decree with Smith, Kline & French Laboratories agreeing to discontinue the manufacture or sale of any of 1-phenyl-2 aminopropane, otherwise known as amphetamine sulphate, during the remainder of the life of the U. S. Letters Patent #1879003, as limited disclaimer.

Vitamix Corporation will continue in the manufacture, use and sale of amphetamine hydrochloride and amphetamine phosphate, which are not involved or covered by the above patent of Smith, Kline & French Laboratories.

Ungerer Advancements

Frederick A. E. Schilling has been appointed Factory Manager of Ungerer & Company plant at Totawa, New Jersey. Mr.Schilling who is a graduate of Illinois Wesleyan University and who later received his Masters Degree at Washington University in St. Louis, spent four years with Monsanto & Company in development and research, and following this was for 14 years in charge of production of the factory of a leading producer of aromatic chemicals.

Carl Jensen, who has been with Ungerer for more than a year during the period when their new factory was under construction, will now be in full charge of the fruit flavor division.

Rosenthal Joins Father

Maurice Rosenthal, son of H. H. Rosenthal, president of the Rosenthal-Bercow Company, Inc., importers and exporters has become associated with that firm.

Guenther Reports on West Indies Trip

Dr. Ernest Guenther, vice president and chief chemist of Fritzsche Brothers, Inc., New York, has returned from a three weeks' visit to the West Indies. While in Haiti, Dr. Guenther travelled extensively through the Interior and was greatly impressed by the promising work of Senator Louis Dejoie, who has turned the Island into a heavy producer of lemongrass, vetivert, West Indian sandalwood and lime. Other oils, such as citronella and geranium, are being experimented with and success is fully expected, provided political conditions remain stable. In no other part of the Western Hemisphere, except perhaps Guatemala, Honduras and Brazil has there been such a sincere effort to establish an essential oil industry as in the Republic of Haiti.

Conditions, today, are still very primitive due, primarily, to overpopulation and extreme poverty among the rural population. A solution for the economic ills of the Island might lie in the production of highly remunerative agriculture produce such as essential oils.

Florasynth Labs. Canadian Agent

Florasynth Laboratories, Ltd., have announced the appointment of Martin and Robertson Ltd., 329 Railway St., Vancouver as their sole agent in the British Columbia territory. They replace the Arthur Irish Co. The new sales agents, are an old established firm who have been in the business for more than fifty years.

BIMS Golf Dates

The BIMS golf dates for 1947 have been made known by Martin Schultes. The first is to be held May 27, at The Wykagyl Country Club, New Rochelle, N. Y. The second, June 26, at The Knoll Country Club, Boonton, N. J. On September 9, at Plandome Golf Club, Plandome, L. I., the third one will take place.

The annual dinner will be held January 22, 1948.

Norwich Elections

Officers of the Norwich Pharmacal Co., have been announced after the annual meeting: George W. Bengert, executive vice president, Charles D. Heald, secretary, and H. T. Hildebrandt, assistant general sales manager. Joseph T. Lewis was elected president of Norwich Pharmacal Co., Ltd., of Canada, and Melvin C. Eaton, former president, was named chairman of the board.

Sterling Buys Toledo Chemical Plant

The McKay-Davis Chemical Corporation, Toledo, has been purchased by Sterling Drug, Inc.

The transaction has no connection with the McKay-Davis Company, also of that city, and will not affect in any way operations of the latter plant, according to a statement by A. M. Donofrio, president, and Thomas F. Donofrio, vice president and treasurer, of both concerns, operations of which are separate.

James Hill, Jr., president of Sterling announced that the McKay-Davis Chemical Corporation would be operated with its present personnel manufacturing aspirin, chiefly to supply markets in South America.

Max Isermann

Max Isermann, vice president of Van Dyk & Company, Inc., Belleville, N. J., died at his home in Los Angeles. March 18, at the age of 60. Until his retirement from active business several years ago, because of poor health, he was actively associated with his brother Samuel, in the management of the Van Dyk Company, manufacturers of perfumery and cosmetic raw material. He leaves a widow and two children.

Robert H. Cory

Robert Haskell Cory, 65 president of Lamont, Corliss and Company, New York, died March 16, at Englewood, N. J., after a brief illness.

After graduation from Yale University, he joined Lamont, Corliss and Company, as junior associate of Thomas W. Lamont, now chairman of the board of J. P. Morgan and Company.

Mr. Cory was active in the development of Peter's and Cailler's chocolate, Cream of Wheat, Lux and Lifebouy soaps and other nationally known products, among them Pond's creams and cosmetics.

He is survived by his wife, the former Julia Bulkley Cady of New York and by three sons.

Robert Beucus

Robert V. Beucus, vice president and advertising manager of the Andrew Jergens Company died March 12, at Fort Lauderdale, Fla. A resident of Cincinnati, Mr. Beucus had gone south to recover from a heart ailment.

Mr. Beucus was born in Chicago and was in the advertising business there until 1930, when he joined the Jergens Company as advertising business manager. For years he conducted their advertising in publications and on the radio. He was made vice president in 1935.

Surviving are his widow and four daughters.

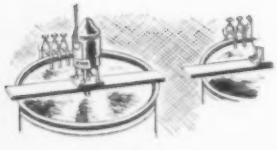
For a versatile, powerful fixative
depend on Du Pont
"ASTROTONE" BR
REG. U. S. PAT. OFF.
Perfume need sparkle—new life—new sales-pull? "Astrotone" BR synthetic musk could be your answer.
"Astrotone" BR is a true synthetic—of the musk tonquin family—not a nitro musk. It's a good mixer—wholly soluble in and compatible with all perfume materials. It pulls a formula together, softens harsh edges, lends an "expensive" subtlety to lower-priced bouquets, blends fine perfumes in exquisite harmony. Depend on Du Pont—and "Astrotone" BR! E. I. du Pont de Nemours & Co. (Inc.), Organic Chemicals Dept., Aromatics Section, Wilmington 98, Del. Branch offices: Atlanta, Boston, Charlotte, Chicago, New York, Philadelphia, Providence, San Francisco.
Du Pont Aromatics
BETTER THINGS FOR BETTER LIVING... THROUGH CHEMISTRY
DU PONT
REG. U.S. PAT. OFF.

3 amines FOR emulsions AND detergents

MONO ISOPROPANOL AMINE

DI ISOPROPANOL AMINE

TRI ISOPROPANOLAMINE



Emulsions are easily prepared with isopropanolamine soaps because they permit wide flexibility in formulation. A liquid mixture of the three isopropanolamines is available and is especially suitable for this purpose. The low alkalinity of such emulsions is advantageous too, for it prevents corrosion of metals or injury to fine textiles.

Soaps formed with the isopropanolamines and fatty acids are light in color and do not darken under normal storage conditions. The high oil solubility of isopropanolamine soaps is also particularly valuable when they are used to formulate "soluble" oils with refined mineral oil. This is desirable in rayon coning oils, where good color stability and low free fatty acid content are important.

Monoisopropanolamine and diisopropanolamine are useful as intermediates in the manufacture of synthetic detergents by condensation with fatty acids or acid chlorides. These detergents are advantageous because of low alkalinity and resistance to hard water.

Samples will be supplied upon request for your evaluation as emulsifying agents and intermediates for detergents. For technical data sheets on properties and specifications write or phone our nearest office.

CARBIDE AND CARBON CHEMICALS CORPORATION

Unit of Union Carbide and Carbon Corporation

UCC

30 East 42nd Street, New York 17, N. Y.

Offices in Principal Cities

A POWERFUL *Oxidant!*

BECCO
HYDROGEN PEROXIDE
90%

PROPERTIES

Assay:	90% H_2O_2 by weight
Active Oxygen:	42.4% by weight
Specific Gravity:	1.39 at 18°C.
Residue:	Less than 0.005%
Heat of Decomposition:	1100 B. T. U. per lb.
Form:	Clear, colorless liquid

Stability: No loss of active oxygen on storage at ordinary temperatures. Stable at elevated temperatures.

Solubility: Miscible with water in all proportions. Soluble in many organic media.

SUGGESTED USES

Organic Synthesis:	Oxidation, hydroxylation. Formation of peracids.
Polymerizations:	Promoter in bulk and suspension systems. Curing agent.
Bleaching:	Fats, oils, waxes and similar materials.
Energy Source:	Explosives, propellants. 1 liter produces over 400 liters of oxygen gas.

This residue free oxidant is especially useful in non-aqueous systems. It reacts faster and more efficiently than dilute hydrogen peroxide.

AVAILABILITY

Becco Hydrogen Peroxide 90% is now available in commercial quantities. It is shipped in aluminum containers—250 lbs. net. Laboratory samples on request.

A FEW OTHER BECCO PRODUCTS

Hydrogen Peroxide 27.5%	H_2O_2 by weight
Hydrogen Peroxide C. P. 30%	H_2O_2 by weight
Hydrogen Peroxide 35%	H_2O_2 by weight
Sodium Carbonate Peroxide	$2\ Na_2CO_3.3\ H_2O_2$
Zinc Peroxide 55%	ZnO_2
Acetyl Peroxide in Dimethyl Phthalate	$(CH_3CO)_2O_2$

Detailed description and laboratory samples of any Becco Active Oxygen Chemical will be sent on request.

BUFFALO ELECTRO-CHEMICAL COMPANY, Inc.

Becco Sales Corporation, Sales Agents

STATION "B", BUFFALO 7, NEW YORK

NEW YORK BOSTON PHILADELPHIA CHICAGO CHARLOTTE

Today's keen "COUNTER COMPETITION" demands the BEST in wrapping

A few of the many products wrapped on "PACKAGE" machines

. . . and America's leading manufacturers consistently choose "PACKAGE" machines for the job!

Today, display counters in drug, department, and five-and-ten-cent stores literally teem with nationally advertised drugs, cosmetics, candies, etc. In the face of this stiff competition a smart-looking, flawlessly-wrapped package is an absolute "must" for successful selling . . . It's the most attractive package—the package which says "quality" at a glance—that produces sales.

Over the past thirty-four years America's leading packaged goods men have repeatedly selected "Package" machines to handle their wrapping requirements. And with good reason! For during this period our engineers have taken a leading part in developing improvements which have increased the appeal of an infinite variety of packaged goods. Today our 85 standard models provide neat, sales-stimulating wrapping for over 80% of America's entire machine-wrapped output.

Perhaps *you* have a new product you wish to wrap, or a package you would like to make more salesworthy. Or perhaps your present wrapping set-up includes slow, outmoded machines which consume more than their share of production costs.

CONSULT US NOW

We'll be glad to have our representative make a personal survey of your needs. His suggestions may well lead to *new economies* through the use of more efficient equipment, and *greater sales* through more appealing wrapping.

Write or phone our nearest office

PACKAGE MACHINERY COMPANY, Springfield 7, Massachusetts

30 Church St., New York 7 • 111 W. Washington St., Chicago 2 • 101 W. Prospect Ave., Cleveland 15
849 Marietta St., N. W., Atlanta 3 • 509 17th St., Denver 1 • 443 S. San Pedro St., Los Angeles 13
320 Market St., San Francisco 11 • 18 Dickens Ave., Toronto 8

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Production Forum

By Francis Chilson
Industrial Consultant

Australian Trip

As many of you know, I have been appointed consultant for Nicholas Proprietary, Ltd., of Melbourne, Australia, one of the largest pharmaceutical companies in the British Empire, and also part owners of Monsanto, Ltd., of Australia. If all goes well, I shall be in Australia to participate in the development of plans for a very large new plant to be erected on the outskirts of Melbourne. Nicholas is a very enterprising outfit, having plants in several of the countries of the world, and it is certainly one of the most progressive pharmaceutical companies in the world.

Nicholas is Artie Lightfoot's outfit. You will recall, I described the more restrained features of Artie Lightfoot's visit to the United States a year or so ago. I am just getting over it. Like us, the Australians are extremists. They work like hell. They pal like hell. And they are likely to switch from one to the other at the slightest provocation. Of all the races of people on the earth, the Australians are most like Americans. Those I've met think as we do. They are optimistic and egotistical, as we are. And though they speak with what sounds to us like a cockney accent, their ideas are anything but cockney, or even British. The Australians are a small race, but a great one, and the future for them is very bright indeed. They are industry minded, as we are, but what is more important, they are also efficiency minded as we are, which the British definitely are not. Part of the British difficulties today are due to their failure to utilize mechanical methods and to apply mass production methods to the production of the common articles of life. The Australian, on the other hand, is very likely to attempt to mechanize and to apply mass production methods before the volume of his business is of sufficient size to justify such application. But to my mind, that is all to the good. It shows the right kind of thinking if the nation is to build an industrial empire.

The next installment of Production Forum will be written in Australia—with the help of Artie Lightfoot. He has helped me before to make progress while I at the same time helped him. If my recollection is not faulty, if we hadn't mutually assisted each other at times, progress would have been impossible.

Australians, here I come—gorblimey!

Business Philosophy

Quoted below is a memorandum which was sent to the key employees of Clark-Cleveland, Incorporated of Binghamton, New York, manufacturers of "Fasteeth". The memorandum was written by my friend, Carleton Cleveland, who leads the outfit and is a philosopher in his own right. What is more important than the business philosophy outlined in the following memorandum, is the fact that Carleton not only means it, but will see to it that the policy is carried out.

In passing, I might add that Carleton Cleveland is the only manufacturer I know of who took the trouble after the war was over to sit down and write a little personal note to all the people who had aided Clark-Cleveland in their war program, to express the thanks of his company and himself for their assistance. It was a very nice little touch which I, for one, deeply appreciated even though my contribution to the Clark-Cleveland war program was decidedly minor and indirect. But the writing of the letter showed a thoughtfulness not frequently encountered these days. I thought you would like to read the memorandum and I am passing it on to you without even asking Carleton's permission:

"A successful business, like a successful man, is a useful one. Keep the products and people of this business useful.

"Never shun duty and always anticipate need. These two spell capacity and capacity never lacks opportunity.

"Transact all business and conduct all relations so you are happy for what you did instead of sorry.

"Continue to make round table discussions the method of arriving at square decisions.

"Do business at a profit for the other fellow, too.

"If you cannot make a man your friend, try to leave him neutral, not an enemy.

"Be courteous and say thanks to our friends for the good things they do and to our employees for the things they do well.

"Remember, ideas won't work unless you do.

"This business will not work for you.

"Remain open-minded to change and keep abreast of the trends and you will forge ahead.

"See the people who conduct business of interest to us, because the next man may be or have an idea you have waited a lifetime to discover."

Facts Versus Opinions

In the discussion that has been going on in this department for a number of years, regarding the merits of one type of manufacturing building over another, I have often been amazed by the readiness with which some plant people will accept opinions as facts. Some of them say that the economics of a single-story as compared with a multi-story structure is merely a matter of opinion. I suppose the same people also would say that the answer to two plus two is also a matter of opinion. It is, of course, much easier to air one's opinions than to dig for the facts.

For instance, I once heard a plant manager say definitely and finally that a one story cost more to build than a multi-story building. He also asserted with equal finality, that a multi-story building was cheaper to operate than a single story building. This chap, whom I have known for many years, has never worked in any factory but one consisting of a conglomeration of multistory buildings of various sorts. He never has had an opportunity to compare in the same type of manufacture, one type of building with another. He has never attempted to get at the facts. Yet he does not hesitate to voice an opinion with dogmatic finality as though those opinions were facts, which of course they are not.

For comparison sake, let's take a couple of buildings of 200,000 square feet gross area each. One, we'll say, is four stories high and the other, one story. The loss of space in a four story building due to stairs, columns, elevators, fire towers, extra wall thicknesses, extra column thicknesses, etc., would be at least ten percent. Hence, in the four story building you would be getting for your money only 180,000 square feet of usable space, whereas the loss in the single story structure would be less than 100 square feet for columns. Columns in a single-story structure of this size would consist of 8″ x 8″ H-beams spaced on 40′ centers. To make the comparison more graphic, let me point out that to support the roof of a one story building would require a total of 125 columns, each occupying 64 square inches. In other words, the total space occupied by these columns would only be a little over 50 square feet actually.

Now, if you consider a four story building 200′ x 250′, you must assume that the columns will be spaced on not more than 20′ x 25′ centers, which is a very considerable span, indeed, for a multi-story building—most of them being 15′ x 15′. Hence, it will be seen that each floor would require 100 columns. These columns would be made of reinforced concrete and would have not less than an average diameter of two feet each. In other words, the column area required per floor amounts to 400 square feet, or a total for the four story building of 1,600 square feet.

The wall area of the multi-story structure, assuming an average height per floor of twelve and one-half feet, would be 48,000 square feet. The wall area of a single-story structure 250′ wide by 800′ long by 12½′ high would be only 25,260 square feet. Actually you would never build such a low building. It would be 20′ high and thus have a wall area of 42,000 square feet.

Moreover, the thickness of the wall would be not more than two-thirds of the thickness of the four story wall.

Now let's look at the cubage. In a one story structure having a gross area of 200,000 square feet and a height of 20 feet, which is normal, the cubage would amount to 4,000,000 feet. The cubage in a four story structure of 200,000 square feet gross area normally would be only 2,500,000 feet. This difference is vitally important in connection with warehousing operations.

Now let's look at one element of maintenance: windows. A four story structure, assuming that the windows were in the form of continuous bands on each floor—remember that the building is four stories high, 200′ wide and 250′ long—the four story structure would have 3,600 linear feet of windows.

The one structure, being 250′ wide and 800′ long, would have only 2,100 linear feet of windows. From maintenance and first cost standpoint, the conclusion is obvious.

One could delve into figures like these endlessly, as I have done in a number of cases, and the answer always is overwhelmingly in favor of the one story structure from a construction cost standpoint, from a maintenance standpoint, and also from an operating cost standpoint. The one great deficiency of a one story structure is that every square foot of floor space, also has a square foot of roof space. Roofs fortunately are not expensive to build nor to maintain. A good roof will last for twenty years with virtually no maintenance.

But before you build, don't take anyone's opinions. The facts are available. Dig for them.

Architects

Sometimes I wonder whether a professional architect is a necessary adjunct to an industrial construction program. Some large building firms include architectural and building engineering services with their general construction services.

Some manufacturing firms have had disastrous experience employing independent architects and engineers by continually having to referee battles between the two, so one source of responsibility may be a good idea to follow when you are building.

I have read a lot of the architectural magazines and

I have listened to architects talk about originality in design, etc., and yet if you look at new industrial buildings all over the country, you will find that most architects tend to copy lavishly the few who set the style patterns.

As a matter of historical fact, architects always did tend to copy each other, that's why you have definite periods in architecture such as the Greek period, the Georgian period, the Colonial period and "The General Grant period", or in other words, the Victorian period, when every house was decorated by means of a scroll saw. The houses of the Victorian period all *had* to have a central tower with mansard roofs and God-awful looking porches on either side.

Nowadays when you look through the architectural magazines, you will find that, stimulated by Frank Lloyd Wright's version of a glass laboratory tower, architects are going in hell for leather for towers, continuous bands of windows and almost invariably, projecting cornices above the windows. If you study architectural magazines, you will see how often the the same theme is repeated. For a while so-called modernistic construction consisted of flat roofed buildings with rounded corners, having continuous bands of glass block or casement windows. Sometimes the main entrance was placed in the center to give a symmetrical approach and at other times it was placed at one side to give a symmetrical approach. Now, sweeping lines of projecting window lintels and all kinds of cloisters and porches are coming back.

I would like to meet an original architect just once. I would like to meet an architect just once who did not think that Frank Lloyd Wright was one cut above God. I would like to meet an architect just once who could design an aesthetically appealing building that was functionally sound.

Thus far, with one or two exceptions, most of the architects I have met are screwballs, imitators or unimaginative hacks.

Types of Salesmen

A good salesman (and also a good sales manager) is always something of a prima donna. Every salesman you ever met has some pet ideas as to how selling must be done. Sometimes those ideas to a cost minded production man are very expensive and unsound.

As a matter of fact, you very seldom ever meet a salesman who sells his own products on their merits and develops his sales strategy without reference to what his competitors are doing or offering.

Some of the types of salesmen I have encountered in the last twenty years in the trade may be described as follows:

The "Bumper" Salesman. This type of salesman is always more concerned with his competitors' lines than his own. Every time a competitor brings out an item, he will assist that his own company imitate it and he will strenuously maintain that unless his own company adds the item, it will be impossible for them to continue selling their own goods.

The "Service Hound." This type of salesman maintains that you cannot stay in business unless you give instantaneous service to every customer, whether it be a wholesaler, retail druggist, hospital or doctor. His idea of service is 24-hour delivery of everything. Whereas in most cases—about 99 per cent of them—the customer is in no particular rush to get the merchandise so long as he gets it within a reasonable length of time. But to listen to the "service hounds" you would think that the business would go bankrupt unless the customer gets the merchandise the very next day. This type of salesman is a great booster for branches. If he had his way, he would have a branch in every town and city in the United States. He doesn't give a hoot how much it costs to operate a branch. He stays awake nights wondering if the orders he sent in those nights will be shipped the next morning before eleven a.m.

The "Private Formula Hound." This type of salesman likes to curry favor with hospitals and wholesalers by offering to manufacture their pet formulas, (which is always done at a loss). If management is seduced into the manufacture of private formula or private label merchandise, it will have one hell of a time ever getting rid of such items because the "private formula hound" will insist that unless the manufacturer supplies the private formula items, it will be impossible to sell his own items.

The "Overhead Absorber." This type of salesman is forever turning up with an idea on how to absorb overhead by putting out "service items." He will work his head off to get an order from a Government hospital just because the order is large in volume and on the assumption that the order will help to "absorb overhead." This is probably the greatest fallacy in selling. It is based on the fallacious notion that one's own products cannot stand on their own feet without an assist from the outside. If that's the case, the products are not very good. Usually the fact is that the salesman is not very good. The more items a manufacturer has to make, the more overhead he will develop, because all service items and bulk items require the same or more paper work, assays, billings, etc.

The "Deal Hound." This type of salesman is forever trying to give away something. He cannot sell anything unless he gives sixteen for a dozen, or slips somebody a little P.M. on the side; or unless he concocts a premium deal of some sort, all of which have the net effect of increasing the cost of selling.

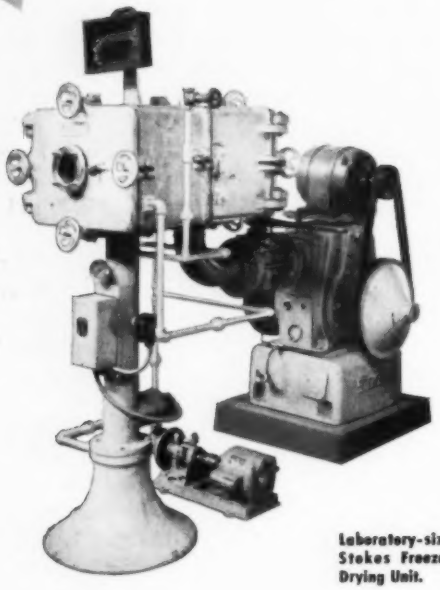
I have met some salesmen and sales managers in the trade who don't give a fiddler's damn what competition is doing. They concentrate on getting their own products across and they develop their own sales strategy. But there are not many of them. Such fellows are nice for production men to work with because they also are profit minded and they have a very definite idea of what they can accomplish within a given period.

N. Y. Research Facilities

The New York State Department of Commerce has done a very wise thing in publishing a "Directory of

STOKES
FREEZE-DRYING EQUIPMENT

FOR SMALL-SCALE OR LABORATORY PROCESSING



Laboratory-size Stokes Freeze-Drying Unit.

or

Part of a Stokes Freeze-Drying Unit for large commercial production.

LARGE-SCALE VOLUME PRODUCTION

Stokes was one of the pioneers in developing both the method and the equipment to make freeze-drying under high vacuum commercially practical for the preservation, without refrigeration, of viruses, penicillin, streptomycin, vitamins, serums, amino acids, other biologicals, chemicals, pharmaceuticals, and chemotherapeutics.

Today over 300 Stokes Freeze-Drying units are in use in laboratories, hospitals, universities, government health services and commercial plants in the United States and more than 25 foreign countries.

We engineer and manufacture complete equipment for the process. Although "package type" units are supplied where suitable, many of our installations are custom engineered. Facilities and technical assistance are available for research, development and application. A complete pilot plant in the Stokes Laboratory is used for tests and demonstrations. We invite your consultations. Write for catalog No. 455A.

F. J. STOKES MACHINE COMPANY
5932 Tabor Road, Philadelphia 20, Pa.
Branch offices in New York and Chicago

F.J.Stokes **PHARMACEUTICAL EQUIPMENT** FJS Est. 1895

Research and Development Facilities at Educational Institution in New York State." These facilities are available to all industrial concerns. The Directory lists the institutions, the equipment they have available and the personnel who are in a position to assist with research projects. Every state should do likewise, as well as the Federal Government.

Salesmanship

The Bellman Publishing Company, Inc., of Boston, Massachusetts are selling a series of vocational monographs. I just read one No. 71 on salesmanship written by my friend, Walter J. Horvath, who, to my mind is the best salesman who ever walked in shoe leather. He is now a sales consultant and I recommend his monograph to those who are interested in salesmanship and training salesmen. My friend, Walter, not only is an extraordinary salesman of the type who could sell snow to the Eskimos and then go back after a big blizzard and sell them some more, but he also has an extraordinary scholastic record. He never had an opportunity to go to college until he was twenty-eight years old. Three years later he received his Bachelor's degree Suma Cum Laude from Columbia University and, of course, was elected a member of Phi Beta Kappa. The following year he received his Master's degree. His scholastic record is an example of the way he does everything. His ability to concentrate is abnormal and his ability to work effectively is overwhelming. Moreover, he has the genius to communicate his abilities to other men.

The following information is supplied by manufacturers of the equipment described and claims made below by these manufacturers are passed along for what they are worth. Presentation of such notice in this department is not to be taken as endorsement of the claims or of the equipment.

Lee Metal Products Company, Inc.

The Lee Metal Products Company has long been known in the food industry for the quality of its processing equipment—especially their stainless steel processing equipment. This outfit builds vacuum pans, stills and tilting type plain and steam jacketed kettles as well as mixing kettles—some of which are designed with hydraulic cylinders to do the tilting. And finally, the company makes a very extensive line of plain tanks, cooling tanks, etc. This type of equipment is furnished in all kinds of metals including alloys of various kinds and pure silver.

High-Vacuum Furnace

For the heat treatment of materials which are highly reactive toward gases, a new type of high-vacuum furnace has been developed by Eitel-McCullough, Inc. Capable of continuous operation at temperatures in the 1800 C region, the standard type consists of three chambers integrated into a single enclosed cubicle as illustrated. Cycling circuits are incorporated so one chamber can be in the treatment phase while one is under preliminary pumping and the third is being reloaded.

With this furnace it is possible for the first time to attain a production vacuum as high as 5 x 10-6 mm of mercury. Heating of the furnace is accomplished by large-diameter tungsten elements which involve low voltage. This minimizes ionization problems which are particularly troublesome in induction-heated vacuum furnaces and permits a very rapid approach to full temperature.

Each chamber of the furnace is equipped with a special high-speed oil diffusion pump capable of maintaining high vacuum during the most difficult outgassing operations.

Interlocking safety devices are provided to protect furnace parts against temperature extremes and the heating filaments against burnout from operation at too high a gas pressure. Program timers control the operating cycle and provide a means for presetting the treatment routine.

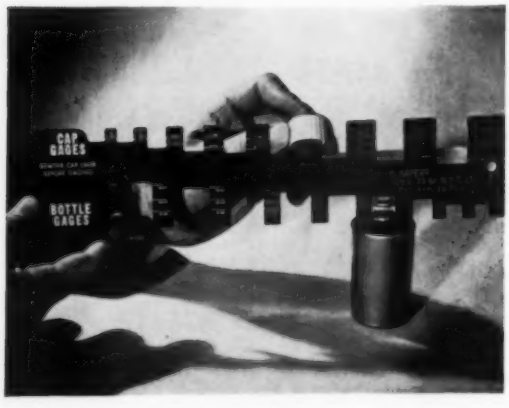
Consuming a total of 15 kw of power, the three-chamber unit has a total treating capacity of 175 cu in. Cycling frequency, of course, is a function of the nature and amount of material and treatment time for each load (variables handled automatically within the cycle) plus intermediate time variables involved in the drop from operating temperature, breaking of the vacuum, and reloading.

Work to be treated is ordinarily handled in molybdenum containers which are inserted and removed from the furnace chambers fully loaded for rapid processing. Where a wide variety of work is to be handled, separate containers can be used for each type of treatment—reducing contamination from one to another. For further information write to Eitel-McCullough, Inc., 1570 San Mateo Ave., San Bruno, California.

Cap and Bottle Gage

A cap and bottle gage being put on the market by Stanley Sapery, manufacturer's representative, 341 Madison Ave., New York, should be of great interest to any user of closures and bottles.

Since the difference between sizes is so slight people are continually making costly errors in the various cap sizes and neck sizes of the bottles. By use of this gage, which is made of laminated cloth basephenolic, they can quickly find the right size, Glass Association finish, of



both cap and bottle. To find size of cap, select projection over which cap fits most snugly. To find size of bottle select cut-out into which the bottle neck fits most snugly.

Granulating Mixer

Mixers, Incorporated, 3325 East Allen Street, Philadelphia 34, Pa., manufacture the Kutmixer and the Twin Screw Mixer, which I called to your attention some years ago. The Kutmixer has always seemed to me to be an ideal machine for the manufacture of tablet granulations. It is a combination of an open spiral mixer with a high speed beater, in effect forming a self contained mixer and hammer mill. The machine is low, making it easy to load. It contains two open spirals, with a saddle between them. The saddle is broken at both ends so that materials pushed by one of the open helixes toward one end of the mixer falls across the open part of the saddle into the opposite helix traveling in the reverse direction. Hence, the material goes around in the mixer like a merry-go-round, so that there are no dead spots anywhere. When the preliminary mix has been given, and the mass has been dampened, the discharge gate in the head of the machine can be opened and the material can then be passed through the beater.

The beater is driven from the head end of the machine by means of a shaft passing beneath the saddle and it operates at a very high speed. The construction of the machine is such that the open spiral drives the material into the beater and after it is whipped around the bashing chamber, the material is ejected from the beater into the spiral traveling the opposite direction.

To put it more simply, the material is forced by one of the open helixes, or spirals, into the beater and the beater in turn forces the material into the opposite spiral. Hence, the machine provides a beating as well as a mixing action. But it is not necessary to pass all material to the bashing chamber. The machine can be used as a straight mixer because it has a side discharge toward one end of the machine. The machine is very easy to clean. Every part of it is completely accessible. I described and illustrated this machine to you a good many years ago when I discovered it in a sausage factory. It was then used only as a sausage cutter. The spirals mixed the sausage meat with the spices and the beating chamber contained a series of scimitar knives, which did the cutting. When I saw this machine I realized that by replacing the knives with a swing hammer arrangement, the machine could be converted into an ideal face powder blending and pulverizing machine. I persuaded the manufacturer to build one along these lines and it worked excellently. However, at that time the equipment was owned by very unprogressive people who were not at all interested in developing the machine as a mixer. Their interest was only in the sausage industry and they could not be persuaded to build the machine of anything but cast iron.

The machine is now owned by a different outfit and I am sure they would be glad to build the machine of stainless steel or any other metal you wish. Likewise, they also would be glad to make the beater head in any way you may desire.

I suggest you look into this machine because it would be an excellent machine not only in a tablet granulation department, but also in a face powder mill.

Electronic Controls

A 20-page, three color book, "Wheelco Electronic Controls", has just been released by Wheelco Instruments Company, 847 W. Harrison St., Chicago.

This catalog is designed to acquaint you with various types of industrial indicators, controlling and combustion safeguard instruments manufactured by the company. In addition it explains the basic types of control systems to which the Wheelco standard line of control instruments can be adapted.

Wheelco measuring and control systems, the electronic control principle, Multronic proportioning, automatic positioning and program control are explained with graphs, diagrams and photographs. This book, which will serve as a condensed catalog, contains listings and specifications on standard Wheelco products. A separate four page price list is attached.

Briefness and simplicity make this bulletin a welcome reference book for instrument experts as well as for newcomers in the field of process control.

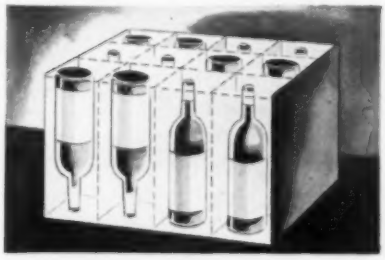
ROMA ADOPTS ALSECO CAPS

GRUELLING TESTS PROVE ALSECO SEALING EFFICIENCY

Searching for a better seal to protect wines against shipping and storage hazards, Roma Wine made exhaustive tests with Alseco Caps. After all the rough treatment they could devise, Alseco Caps still gave positive sealing; still were easy to open. An Alseco representative will be glad to show you how tailor-made Alseco Caps can provide better sealing for your products.

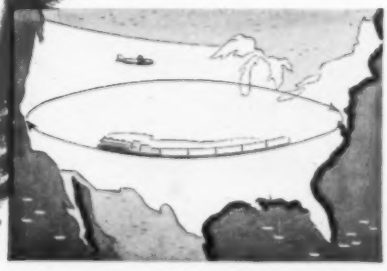
LABORATORY TESTS CAME FIRST

In the Roma laboratory, tougher-than-actual conditions were simulated. Here, Alseco Caps withstood a uniform vacuum; showed no leaks or breathers.



PACKED UPSIDE DOWN AND RIGHT SIDE UP

Test shipments were packed in standard shipping cases. In each case, half the bottles were placed upside down. Roma wanted to be doubly sure that Alseco Caps stand up in use.



5,000 MILES BY PLANE AND TRAIN

Test shipments went from coast to coast and back. Then bottles were stored. Weeks later, tests showed that every Alseco Cap had maintained original vacuum.

ALSECO CAPS PASS EVERY TEST

Later, full carload shipments were made, subject to everyday shipping and handling hazards. Again Alseco Caps passed the test. In no instance was there failure to maintain a positive vacuum.

ALSECO SEALS AND SEALING MACHINES

TAILOR MADE OF ALCOA ALUMINUM

ALUMINUM SEAL COMPANY · NEW KENSINGTON, PENNSYLVANIA

SUBSIDIARY OF ALUMINUM COMPANY OF AMERICA

SALES OFFICES IN LEADING CITIES

RAPID, LOW-COST PRODUCTION OF

MINERAL-FREE WATER...

New FILT-R-STIL®

WATER DEMINERALIZING UNIT

OFFERS

"STANDARDIZED" WATER... ECONOMICALLY PRODUCED... FOR IMPROVED PROCESSING

You can't afford to forego the benefits of standardized water . . . water chemically equal to or better than distilled—*and at only a fraction of the cost of distilled water. Better* performance at *lower* cost—that's the story behind Cyanamid's FILT-R-STIL Demineralizing units.

The process requires no heat or cooling water, and equipment does not have to be periodically dismantled to maintain operating efficiency. Hence, operation and maintenance are greatly simplified, with accurate results and sustained performance assured.

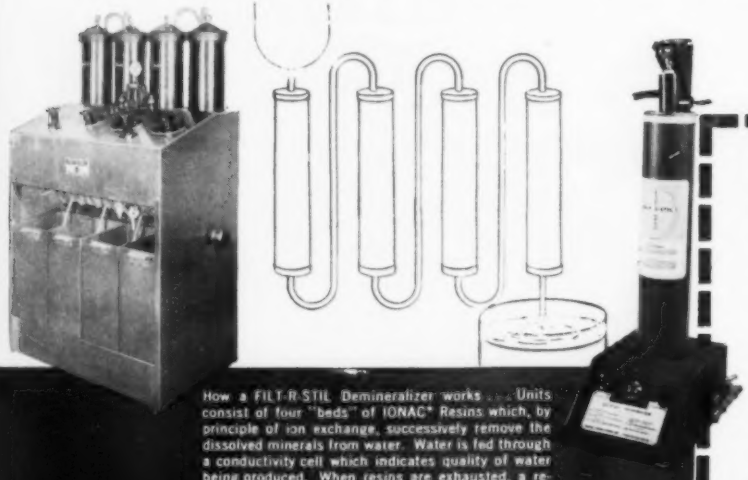
For full particulars about all types and sizes of FILT-R-STIL Demineralizing units to aid in solving your water problems—clip and mail coupon today.

AMERICAN CYANAMID COMPANY

ION EXCHANGE PRODUCTS DEPARTMENT

30 ROCKEFELLER PLAZA • NEW YORK 20, N. Y.

*Reg. U. S. Pat. Off.



How a FILT-R-STIL Demineralizer works . . . Units consist of four "beds" of IONAC* Resins which, by principle of ion exchange, successively remove the dissolved minerals from water. Water is fed through a conductivity cell which indicates quality of water being produced. When resins are exhausted, a regenerative system restores units to full efficiency.

American Cyanamid Company D.C.I.2
Ion Exchange Products Dept. 10
30 Rockefeller Plaza, New York 20, N. Y.
Send me your free booklet on FILT-R-STIL.
Briefly, my water problem is of the following nature:

_____

_____

_____

Name _____

Company _____

Address _____

City _____ *State* _____

Never Does Spontaneous Desire Sell A Drug

—rather is it directed by necessity—considered grudgingly—consummated with reservation.

That is why pharmaceuticals need the vital appeal of attractive appearance — the assuring indication of meticulous care and attention — the cleanliness of a product which looks clean and is clean; in hand-bag, vest-pocket or medicine-chest. Sanitape-Sealtite is the answer — for each unit, sealed in its own air-tight compartment, is completely protected — clean, convenient and attractive.

You can easily and simply provide this important advantage for your product. Our contract packaging division (described briefly below) is a most efficient operation, and completely relieves you of detail. Our planning department will give you details pertinent to your particular situation. Whether your product be tablet, powder, cream or liquid — as mailing sample, dispensing sample or one of varying-sized, standard-sale packages — you will find it very worthwhile to carefully consider

*Sanitape-Sealtite ATTRACTIVENESS

CONTRACT PACKAGING DIVISION

We receive your product in bulk — package by Sanitape-Sealtite in our light, modern plant — insert literature if desired — return completed packages to you, or drop-ship according to instructions — Modern, Efficient, Economical Packaging.

Packages, Methods and Machinery fully covered by U. S. and Foreign Patents.

IVERS-LEE COMPANY · NEWARK, N. J.

* Sanitape-Sealtite is a unique method for packaging pills, tablets, capsules, creams and powders, by which each unit or unit dose is sealed in its own air-tight compartment, assuring convenience, protection and maintained efficacy.

Compounding an Accurate Formulae . . . .

Drug and Cosmetic technicians generally do very accurate compounding. They have long ago recognized that uniformity of product is the all important detail. Those always good drug products and uniform color shades in cosmetics are the result of careful, sound predetermined weighing. The equipment very often used is an EXACT WEIGHT Scale especially fitted to the operation whether it be pounds, ounces, fraction ounces, grams or grains. You too should use EXACT WEIGHT Scales for compounding, counting, and volume production line packaging and check-weighing. Write for details today!

EXACT WEIGHT Scale Model No. 109B is expressly designed and built for tablet and capsule counting by weight. The operation is generally handled by actually counting the sample number of tablets or capsules wanted and placing them in the left scoop. The right scoop is used for counting, the right number when scale reads EXACT WEIGHT. Scoops in three sizes—Capacity of scale 3 lbs.

INDUSTRIAL PRECISION

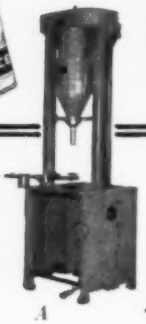
Exact Weight Scales

THE EXACT WEIGHT SCALE COMPANY

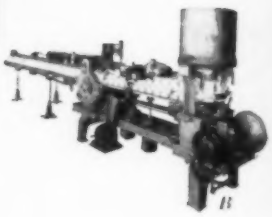
950 West Fifth Avenue, Columbus 8, Ohio

Dept. AK, 783 Yonge St., Toronto 5, Canada

Famous NAMES

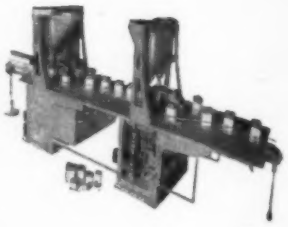


A

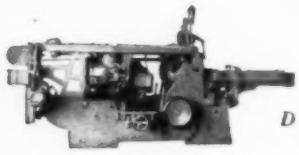


B

A—S & S Universal Filler
B—S & S Neverstop Carton Filler and Sealer
C—S & S Automatic 4 Station Filler
D—S & S Automatic Tight Wrapper



C



D

Well-known products from milady's powder, tangy spices, tasty puddings or powdered soap, all filled on S & S packaging machines. Bottles and cans, odd shapes, boxes or bags, there's an S & S packaging machine with speeds to suit your needs. Our engineering staff is always available to help in the solution of *your* problems.

STOKES & SMITH Co

PACKAGING MACHINERY — PAPER BOX MACHINERY

FILLING • PACKAGING • WRAPPING MACHINES

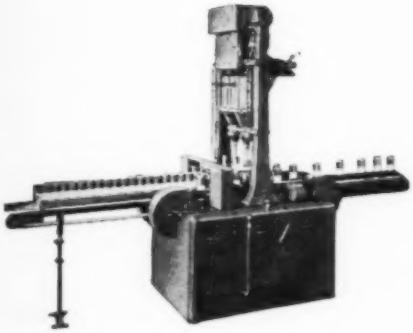
4912 SUMMERDALE AVE., PHILADELPHIA 24, U.S.A.

US

Manufactures Machines For

NET WEIGHING
GROSS WEIGHING
PACKING
PACKAGE FORMING & FILLING
CARTONING
CARTON SEALING
CARTON LINING
CARTON WRAPPING
PAPER BOX FORMING
PAPER BOX COLLAPSING

. . . they chose US



The NEW Model JK
Fully Automatic Volume Filler
Weigher or Packer

Manufacturers of the powders illustrated above economically solved their filling problems with **U S.** Using the new fully automatic, twin station Model JK Packer, you too can achieve dollar saving results. And operators will praise its clean, efficient operation and its many new features.

The Model JK fills with closest accuracy up to 60 containers per minute on all kinds of powdered and granular materials. Normally the operation of this automatic machine is to fill by packing under controlled pressure; for those materials that require settling rather than packing, the new vibrating filling platform is furnished.

An efficient dust collector hood at the filling stations collects any escaping particles, keeps the machine and surrounding air clean and free of annoying dustiness. This, combined with the new shut-off gates which eliminate the drip at the augers, makes the filling operation absolutely clean.

Combine the foregoing with other new features designed to provide efficiency in performance and convenience for the operator and you have a machine that is the last word in modern high-speed powder filling.

US Automatic Box Machinery Co. Inc.

Owning and Operating

NATIONAL PACKAGING MACHINERY CO. • CARTONING MACHINERY CORP.

18 ARBORETUM ROAD, ROSLINDALE, BOSTON 31, MASS.

Branch Offices: NEW YORK CLEVELAND CHICAGO
LOS ANGELES (KRUGH EQUIPMENT & SUPPLY CO.)

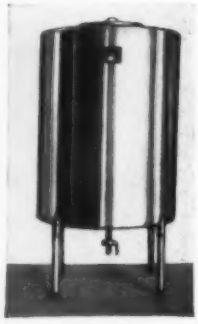
Filpaco
(FORMERLY FILCO)

Stainless Steel

Storage TANKS

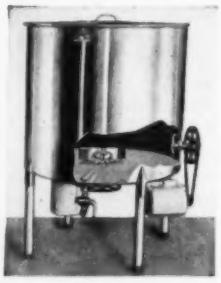
for

IMMEDIATE SHIPMENT



- Sizes: 30 gal. to 500 gal. capacities
- One piece stainless steel lift-off covers
- Adjustable leg supports
- Sanitary outlet valve
- Channeled dished bottom for complete drainage
- Acid-resisting
- Orders filled without delay!

Stainless Steel Mixing TANKS



- Standard models or designed to your specifications
- Side or bottom agitators or a combination of both with pulley drives
- Fabricated of 18-8 stainless steel

FILTER PAPERS

- **Analytical Papers**
- **Qualitative Papers**
- **Industrial Papers**

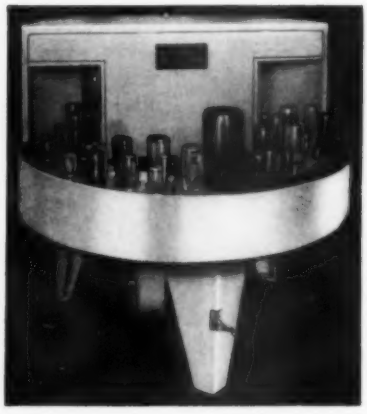
- Manufactured under rigid specifications for accuracy and dependability
- Cut to any size and shape
- Large inventory maintained for prompt service
- Write for samples—advise sizes

We also manufacture—Filter presses, Filling machines, Conveyors, Sanitary fittings, Filter cloths and bags, Asbestos pads, Filter aids.

The FILTER PAPER Co.

2428 S. Michigan Ave., Chicago 16, Ill.

NEW *Rinsing* ECONOMY



U·S·ROTARY RINSER and CLEANER

Developed to expedite your rinsing and lower your costs, this versatile machine handles any size and shape of bottle, jar, or jug up to gallon size. The unit enables two operators to handle 50 to 135 containers per minute of quart size or smaller; 10 to 27 per minute of gallon size.

The advanced design combines these important features:

Low initial cost and economical operation.

Simplified, trouble-free construction, reducing moving parts to a new minimum.

Processing containers in an inverted position, assuring thorough washing and proper drainage.

Resting of containers on shoulders rather than necks, eliminating neck chippage and breakage.

Sturdy long-life construction. All parts coming in contact with water are bronze; apron supports and centering device are of stainless steel.

Utilization of either hot or cold water, or steam. Detergents can also be employed.

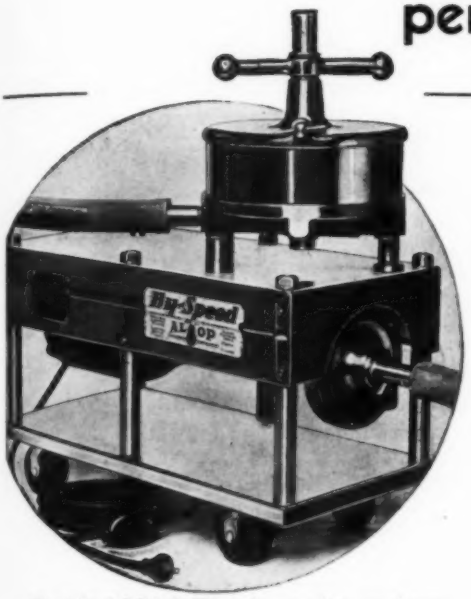
The U. S. Rotary Rinser and Cleaner is one of a number of post-war models of new cleaning and filling machines. When writing for information, please state for what type of equipment.

U. S. BOTTLERS
Machinery Co.
4011 N. ROCKWELL ST., CHICAGO

MANUFACTURERS OF
PUMPS
CAPPERS
FILTERS
CONVEYORS
WASHERS & DRYERS
WASHERS
CORKERS
FILLERS

"Sealed-Disc" Filters — *tried and proven*

perior in Efficiency and Results



The *"Sealed-Disc"* Filter is complete as shown, ready for instant use. Entirely sealed, eliminating loss of liquid from leakage or evaporation.

Alsop Filters of various sizes and capacities are meeting specific filter requirements with speed and efficiency in thousands of processing plants large and small.

You can give your products a decided advantage in appearance and acceptance, plus uniform clarity and protection against foreign impurities by using an Alsop *"Sealed-Disc"* Filter in your plant.

We'll be glad to send you all the facts. Just write us, giving details of liquids and quantities to be clarified.

ALSOP ENGINEERING CORPORATION

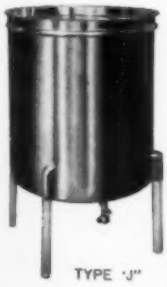
Filters, Filter Pads, Pumps, Tanks, Mixers, Agitators

204 Cass Street — Milldale, Connecticut

Your MIXING or STORAGE PROBLEMS can be Solved with a STAINLESS STEEL SAN-I-TANK

TYPE "K"

Regardless of what your chemical storage or mixing problem is, a San-I-Tank can simplify it for you—economically and safely. All San-I-Tanks are built by tank specialists. Constructed throughout of 18-8 Stainless with all welds ground smooth and polished. Completely self-draining, sanitary and rust proof. Many extras available such as covers, motors, agitators, etc. Let our engineers give you recommendations on your tank problems.



TYPE "J"

MANY TANKS IN STOCK FOR IMMEDIATE SHIPMENT — *Tell Us Your Requirements.*

We carry a complete line of stock sizes in San-I-Tanks. If we do not have a Standard tank to fill your need our Engineering staff is at your disposal to design and build a tank best suited to your requirements. If it's a tank problem, get in touch with Metal-Glass today,—we can solve it for you.

METAL-GLASS PRODUCTS CO.

Dept. D — BELDING, MICHIGAN

ANNOUNCEMENT

Design, Construction and the Complete Equipping of Laboratories, Biological, Chemical, Cosmetic, Drug and Food Plants.

WIGTON-ABBOTT CORPORATION
PLAINFIELD, NEW JERSEY
Telephone: Plainfield 6-7200, 6-8100
Founded 1924

A List of Nationally-known REPEAT Clients will be mailed you on request

Here's what you'll like about the new

..."HAGERTY HANDY FILLER"

- Durable
- Moderately priced
- Eliminates spilling
- Simple to operate
- Convenient sizes
- Light construction

The most practical hand filler for creams, lotions and liquids.

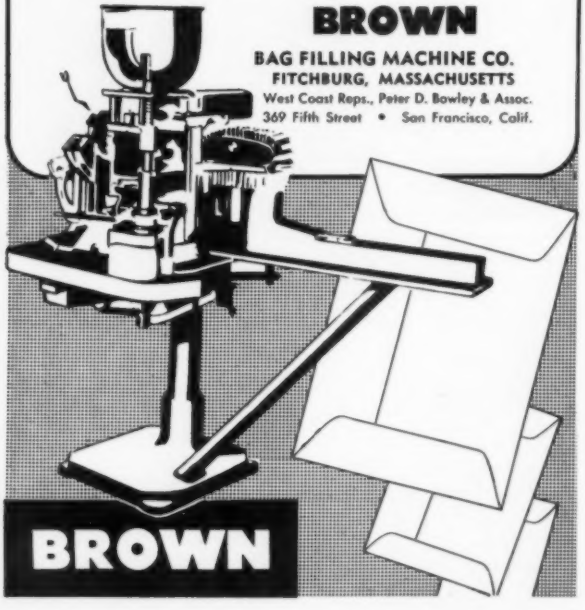
Write for illustrated folder and prices

HAGERTY BROS. & CO.
10 Platt Street **New York, N. Y.**
Est. 1849

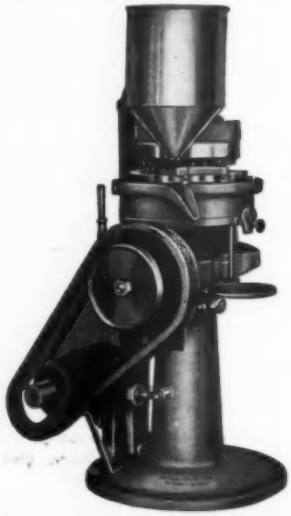
Packeting! **GREATER SALES!**

Brown Automatic Packeting opens up entirely new avenues of distribution and sales. Brown equipment economically packets any dry, free flowing drug product — uniformly and with minimum filling losses. Inquire about Brown packeting — a packaging story in itself.

BROWN
BAG FILLING MACHINE CO.
FITCHBURG, MASSACHUSETTS
West Coast Reps., Peter D. Bowley & Assoc.
369 Fifth Street • San Francisco, Calif.



BROWN



A NEW COLTON ROTARY TABLET PRESS
SERIES 200-25 ROTARY TABLET PRESS

The design of the Series 200-25 Tablet Machine is an outstanding engineering achievement, the culmination of years of experience in building tablet machines. This compact machine incorporates refinements that provide an entirely new standard of performance for this type of equipment.

ARTHUR COLTON COMPANY
2620 East Jefferson Established 1884 **Detroit, 7, Mich.**

Straight Line

Bottle Filling Machine

for Gravity-Vacuum-Pressure

One Machine—For 3 Uses

No Dripping—Negligible Overflow—High Speed

Universal Automatic Filling Valves

Fills all types of solutions: free flowing—heavy—foaming

Instant filling of liquid into bottles.

Exact adjustment to desired height in bottle.

All bottles filled uniformly

For all size bottles.

Made to meet your requirements.

2-10 Spouts

Inquire about our

Alco-Air Bottle Cleaning Units
Collapsible Tube Closing Machines
Jar and Tube Filling Machines
Automatic Filling Valves
Bottle Emptying and Cleaning Units

Perl-Oussani Machine Mfg. Co.

68 JAY STREET, BROOKLYN 1, N. Y., MAin 4-0165

AVAILABLE EQUIPMENT

for Immediate Delivery

10—Dry Powder Mixers from 100 to 2000 lb.
5—Stokes & Smith—Day auger type powder fillers—MD.
1—McDonald automatic back and front Simplex labeler.
15—Eureka, Stokes, Colton tablet presses—single punch and rotary type from 3/8" to 3"—motor driven.
2—Jones packaging machines from 1 oz. to 8 oz.

"CONVEYORS"
Live belt conveyors built to your specifications, complete with workboards, speed reduction unit, completely motorized, reversible switches, built for light and heavy duty.

8—Ertel, U. S. Alsop filters with motors and pumps.
10—New stainless steel bowl, 8 spout syphon fillers-covers.
3—Fred Goat, pneumatic scale, Kramer cappers.

"LITTLE CHAMP VACUUM FILLER"
Little Champ 8 spout straight lined vacuum filler adjustable for filling containers from ½ oz. to gallons for diversified liquids, can be supplied in either bronze tinned or stainless steel. Practically immediate delivery. Visit our showroom for demonstration.

5—Mikro Pulverizers—laboratory sizes—motor driven.
2—Abbe Bluttegess sifters, size No. 2, complete with motors.

SEND FOR OUR LATEST BULLETIN

Chemical & Process Machinery Corp.

146 GRAND ST WOrth 4-8130 NEW YORK 13, N. Y.

EPPENBACH HOMO-MIXER MAKES DISPERSIONS WITHOUT INCORPORATING AIR

1. Turbine head near bottom of tank starts a converging horizontal flow which carries sedimentary material into close-fitting rotor vanes.
2. Inflowing "slurry" is violently agitated at high velocity and projected upward toward surface.
3. A submerged baffle-plate deflects the rising current horizontally toward sides of tank, thence flowing downward toward bottom.
4. Rapid down-flow submerges and wets out floating material, including additives being fed into the mix.
5. The entire batch is deflocculated resulting in a perfect dispersion.
6. No surface boil . . . no vortex . . . NO AIR DRAWN IN.

The Eppenbach HOMO-MIXER is built on an entirely new principle. Whereas ordinary mixers create a vortex in the material that pulls in air, the HOMO-MIXER draws only from the bottom of the tank. Entrapped air tends to cause separation and splitting, and frequently oxidizes the product.

Furthermore, the HOMO-MIXER does not require a high head of liquid to give efficient mixing action. It is possible to process material in a tank at a depth just great enough to cover the mixing head. Fits tanks of all types and shapes . . . no clamps required . . . no special angle of installation.

Write for complete details of this mixer—"the only one of its kind." Ask for Catalog No. 402.

Eppenbach HOMO-MIXERS are available in a complete range of sizes for laboratories and production plants. Capacities range from 2 to 2,000 gallon batches from ¼ to 25 H. P.

EPPENBACH, INC.

45-10 Vernon Blvd., Long Island City 1, N. Y.

EPPENBACH INC.

Processing Equipment for Over 30 Years

YOUR TRADE-MARK RECORD

By JOHN H. GRAHAM
International Trade-Mark Consultant

ONE of the greatest problems which faces us when we originate a Trade-Mark is whether or not it is in conflict with similar marks which we discover by searching. In the drug and cosmetic fields, as serviced by this magazine, it is quite rare to find your proposed mark completely in the clear but whether to proceed with the expense of registration, if possible, and advertising, packaging etc., is always a moot point.

The official decisions do not seem to help us too much in any attempt to set-up a yard-stick, whereby we can gauge "likelihood of confusion" between marks but recent decisions seem to indicate a leaning on behalf of the authorities toward clarification of *why* the decision is made one way or the other.

For example, in a decision rendered by Assistant Commissioner Frazer in February of this year, refusal of registration to Pfeiffer Chemical Company was made regarding their mark "Derma Zema" for skin lotions etc., in view of two prior registrations for similar merchandise comprising the notations "Zemo" and "Zema-Salva".

However, the decision turned upon the word "Derma" being descriptive whereby the dominating part of the mark became "Zema" and thus the confliction between the marks became more apparent.

This question of what dominates a mark comprising more than one word or form is very important and should always be taken into consideration when debating the facts relating to a proposed mark and the result of the search on same.

One of the quite usual forms in the cosmetic and allied trades is to use names of colors as part of the mark, such as "White Shoulders." Of late, the Trade-Mark Examiner has been demanding disclaiming of the color word involved before accepting the mark, but whether or not there is such disclaimer it should be realized that normally the dominating part of such a mark will be considered as that other part than the color word, namely, in the example given, the word "Shoulders."

At best the use of a color word can only modify the rest of the notation to a small degree, perhaps for aesthetic values of the marks as a whole, and no one can normally expect to be able to appropriate a recognized and well-used color notation for exclusive use.

Another question that constantly is asked is what, if any, advantage does a pictorial design present when used with a word mark. Often it is felt that the use of such pictorial design limits the applicability of the trade-mark registration against similar trade-marks for the wording only. That the Patent Office is taking a broader view of this, however, is evidenced by a decision of Assistant Commissioner Frazer also in February in which "Zin-o-lene" for a liquid pharmaceutical preparation for treating ringworm etc.. was refused because of a prior registration of the notation, "Zin-oie" and pictorial design, for similar goods, despite argument of the applicant, Yun Sann Loo of Hawaii, that the pictorial design was such a conspicuous part of the registered mark as to render the marks clear of each other. Mr. Frazer held, however, that the prior mark was still dominated by the word portion of the mark *despite* the conspicuous pictorial representative used.

Recently several decisions have been noted regarding use of foreign words as trade-mark notations and a further very interesting decision has just been recorded again by Mr. Frazer, which seems to indicate that the Patent Office is going to be much more strict regarding the use of foreign languages.

The notation "Isan" followed by equivalent Japanese characters was refused to Ralph N. Takaki, of Hawaii, as a trade-mark for a powder for treating hyperacidity and like upset stomachs, because a literal translation of the Japanese wording would be "Stomach powder" and thus the mark was descriptive.

On the foreign field, in Chile, a decree now in effect and published last year makes it substantially compulsory to register any trade-mark intended for use or actually used on pharmaceutical products, since licenses for permitting importing and sale of such products will not be issued by that country's officials unless the trade-mark applied to the specified product is reistered in their Trade-Mark Office.

In Cuba, regulations have been published now regarding the new Board of Health regulations on pharmaceutical products, biologicals and specialties. These rules follow those in Brazil which were published a few months ago and do not seem to affect cosmetics but apply broadly to the drug field, and what they call "Medicaments". It is, therefore, important to check whether you are concerned since, if you do export goods of this description to Cuba, you may have to obtain a Board of Health permit for your goods.

Spain has extended the time for filing application for Trade-Marks used on goods to be imported and sold in that country until July 1, 1947.

THIS

AERO BRAND STEARATES

STORY SPEAKS FOR ITSELF!

AERO* BRAND STEARATES . . . Calcium . . . Zinc . . . Aluminum . . . Magnesium . . . are products of the finest manufacturing facilities of their kind. The famous AERO BRAND seal on your stearate supplies means a fine, fluffy texture, uniformity and other recognized superior processing characteristics contributing basic advantages to the efficiency and economy of your operations. For product quality... for service... for the all-around dependability on which economical operations rely...it's CYANAMID AERO BRAND STEARATES.

CYANAMID'S MODERN FACILITIES BECOME YOUR DEPENDABLE SOURCE OF SUPPLY WHEN YOU SPECIFY...

AERO BRAND STEARATES

Industrial Chemicals Division

AMERICAN CYANAMID COMPANY

30 ROCKEFELLER PLAZA · NEW YORK 20, N. Y.

*Trade Mark

POLICY

Quality Assurance in Cold Wave

LEADING manufacturers of Cold Wave solution are well content to pay a little more for Ammonium Thioglycollate by Summit. They look upon that slight differential as a very modest premium indeed to pay for assuring the quality of their product.

The high quality of Cold Wave solution based on Ammonium Thioglycollate by Summit is seen in the tighter and more lasting curl that is obtained. It is manifest in the stability of the solution and its freedom from unpleasant odors and discoloration. These factors reflect the high degree to which the purification of Ammonium Thioglycollate by Summit is carried—the "know how" with which the product is made—the rigid and unceasing scientific control exercised over each step in production. They are responsible for Summit being the largest producer of Ammonium Thioglycollate.

SUMMIT CHEMICAL PRODUCTS CORP.
Manufacturing Chemists
Belleville 9, New Jersey

Ammonium Thioglycollate

by SUMMIT

Your Trade-Mark Record

In order to complete the 1946 supplement of Your Trade-Mark Record, parts of which were supplied to you in the February and March issues, there is herewith presented additional material which completes the listings through August 1946.

NEUTROFOAM—VI—C—421,985
American Beauty Institute, Baltimore, Md.
Reg. June 25, 1946 D. U. Oct. 1932

NEW YORK TOWN, with des.—VI—DHI—491,657
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945

NIGHT BLOOM—VI—C—489,436
Belcono Company, Jersey City, N. J.
Ser. Oct. 5, 1945 D. U. Sept. 20, 1945
Reg. 421,547 June 4, 1946

NIGHT-CAP—VI—C—481,427
Kathleen Mary Quinlan, Inc., New York, N. Y.
Ser. Mar. 28, 1945 D. U. Feb. 16, 1945
Reg. 422,302 July 16, 1946

NIGHTFALL—VI—B—486,870
Quality Products Co., Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. May 9, 1945
Reg. 419,813 Mar. 5, 1946

NIL—VI—D—498,380
Anderson-Stolz Pharm., Inc., Kansas City, Mo.
Ser. Mar. 18, 1946 D. U. Feb. 12, 1946

NINOSKA—VI—B—481,434
Saenz, Briones & Cia, Buenos Aires, Argentina
Ser. Mar. 28, 1945 D. U. July 25, 1942

NIRVANA—VI—BCDEHK—492,109
Geza Stiassney, New York, N. Y.
Ser. Nov. 23, 1945 D. U. Aug. 20, 1945

NOB HILL—VI—HI—419,520
D. H. Myerson (Monroe Dist. Co.), Los Angeles, Calif.
Reg. Feb. 19, 1946 D. U. June 11, 1945

NORTHERN LIGHTS—VI—BI—498,561
John Peter Wilde (Parfums D'Artimon), New York, N. Y.
Ser. Mar. 19, 1946 D. U. Nov. 18, 1943

NOVELERA—IV—I—489,344
Novelera Products, Inc., Chicago, Ill.
Ser. Oct. 3, 1945 D. U. Aug. 21, 1945

NUIT DE FLEURS—VI—B—479,335
Mamie C. Aucoin Decker (Aucoin), New Orleans, La.
Ser. Feb. 2, 1945 D. U. May 16, 1938
Reg. 420,481 Apr. 16, 1946

NURSAID—VI—C—494,442
The Goodman Chemical Co., Brooklyn, New York
Ser. Jan. 8, 1946 D. U. Feb. 4, 1938

NUTRIX—VI—BC—491,853
Lancome S. A., Paris, France
Ser. Nov. 19, 1945 D. U. Dec. 28, 1935

O.D.—IV—A—493,506
O. D. Chemical Corp., New York, N. Y.
Ser. Dec. 18, 1945 D. U. Dec. 1944

OCAS—VI—ACHIKM—479,833
Otis Clapp & Son, Inc., Boston, Mass.
Ser. Feb. 15, 1945 D. U. Jan. 1, 1904

OCCASION—VI—BC—499,790
Lentheric, Inc., New York, N. Y.
Ser. Apr. 6, 1946 D. U. Mar. 20, 1946

ODALISQUE—VI—B—494,287
Nettie Rosenstein, Inc., New York, N. Y.
Ser. Jan. 4, 1946 D. U. Jan. 2, 1946

ODOR-OUT—VI—M—495,987
Purtian Chemical Co., Atlanta, Ga.
Ser. Feb. 4, 1946 D. U. Jan. 3, 1944

OH OH—VI—D—493,674
Carl A. Futter, Chicago, Ill.
Ser. Dec. 21, 1945 D. U. Nov. 29, 1945

OILEX—VI—E—490,045
Ruth Weissberg (Ruth Darling Lab.), Newark, N. J.
Ser. Oct. 16, 1945 D. U. June 14, 1945

OIL-FAST—VI—E—480,791
Revlon Products Corp., New York, N. Y.
Ser. Mar. 10, 1945 D. U. Feb. 9, 1945
Reg. 422,266 July 9, 1946

OIL OF SEVEN TEMPLES—VI—M—491,720
I. Lower (Lower's Pharmacy), Marion, Ohio
Ser. Nov. 16, 1945 D. U. 1930

OISEAU DE FEU—VI—BC—489,483
Parfums Nattier S. A., Paris, France
Ser. Oct. 5, 1945 D. U. Oct. 1944

OLD FRANCE—VI—BCEI—475,901
Lucile Douglas, New York, N. Y.
Ser. Oct. 31, 1944 D. U. Sept. 20, 1944
Reg. 419,846 March 5, 1946

ON DIT—IV—I—492,024
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. Nov. 23, 1945 D. U. Apr. 10, 1944

OPENTEINE—VI—M—497,406
S. B. Penick & Company, New York, N. Y.
Ser. Feb. 28, 1946 D. U. Dec. 19, 1945

OR-BLOS with des.—VI—B—481,238
Or-Blos Company, Jacksonville, Fla.
Ser. Mar. 23, 1945 D. U. Oct. 1940
Reg. 420,223 Apr. 2, 1946

OR-BLOS with des.—VI—B—481,237
Or-Blos Company, Jacksonville, Fla.
Ser. Mar. 23, 1945 D. U. July 1936
Reg. 420,222 Apr. 2, 1946

ORIENTAL DE LUXE INCENSE—VI—M—485,882
S. J. Nicholas (S. J. Nicholas & Co.), Los Angeles, Calif.
Ser. July 16, 1945 D. U. Jan. 1, 1944
Reg. 422,127 July 2, 1946

OTAR—IV—479,228
Firmenich & Co., New York, N. Y.
Ser. Jan. 31, 1945 D. U. Dec. 15, 1944
Reg. 420,059 Mar. 19, 1946

OUT OF THIS WORLD—VI—B—490,725
Wetherholt's Perfume Co., Chicago, Ill.
Ser. Oct. 29, 1945 D. U. Sept. 16, 1942

OUTRAGEOUS—VI—BC—491,672
Parfums Charbert, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945
Reg. 422,357 July 16, 1946

OVERCOAT—VI—E—480,498
Beauty Counselors, Inc., Grosse Pointe, Mich.
Ser. Mar. 5, 1945 D. U. Feb. 15, 1945
Reg. 421,636 June 4, 1946

OXIDERM—VI—C—488,829
Oxiderm Laboratory, New York, N. Y.
Ser. Sept. 21, 1945 D. U. Jan. 1, 1945

PDG—IV—A—482,194
Stanley R. Bocchino (Davis Soap Co.), San Francisco, Calif.
Ser. Apr. 16, 1945 D. U. Sept. 20, 1923

PX—VI—HI—483,296
Frank Von, Los Angeles, Calif.
Ser. May 12, 1945 D. U. Mar. 30, 1945
Reg. 421,309 May 28, 1946

PACEMAKER—VI—B—493,489
Irresistible, Inc., New York, N. Y.
Ser. Dec. 18, 1945 D. U. Dec. 6, 1945

PAGAN—VI—B—486,004
Ravel Perfumers, Inc., New York, N. Y.
Ser. July 19, 1945 D. U. June 30, 1945
Reg. 419,210 Feb. 5, 1946

PAMECO—VI—AHI—489,007
Pennex Products Co., Inc., Pittsburgh, Pa.
Ser. Sept. 26, 1945 D. U. May, 1926

PAMPHLET—VI—BC—491,969
Frederic Geille, Seine, France
Ser. Nov. 21, 1945 D. U. June 11, 1943

PANACHE—VI—BC—493,744
Coty, Inc., New York, N. Y.
Ser. Dec. 22, 1945 D. U. Dec. 12, 1945

PARACHUTE—VI—BC—493,203
Lentheric, Inc., New York, N. Y.
Ser. Dec. 13, 1945 D. U. Nov. 20, 1945
Reg. 422,378 July 16, 1946

PARFUM 69—VI—B—487,465
Harry Flamhaft (Ibis Perfumer), New York, N. Y.
Ser. Aug. 23, 1945 D. U. Nov. 5, 1944
Reg. 419,825 Mar. 5, 1946

PARISIAN PINK—VI—C—482,343
Parfait, Inc., Chicago, Ill.
Ser. Apr. 19, 1945 D. U. Oct. 10, 1944
Reg. 418,629

PARK & TILFORD—VI—BCD—495,404
Park & Tilford, New York, N. Y.
Ser. Jan. 25, 1946 D. U. 1915

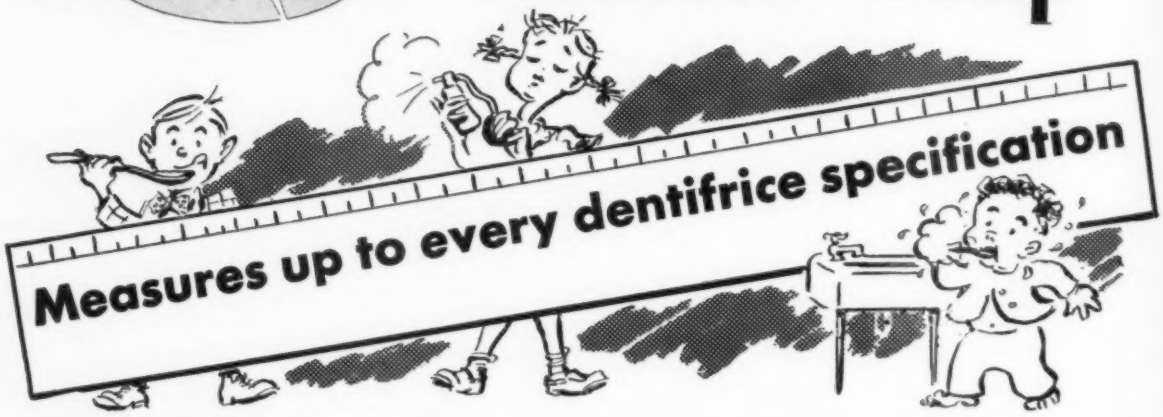
PARLIAMENT—VI—I—489,326
George Gordon (Bergere Company), New York, N. Y.
Ser. Oct. 3, 1945 D. U. Feb. 9, 1945
Reg. 421,545 June 4, 1946

PATINA—VI—E—484,995
Elizabeth Arden Sales Corp., New York, N. Y.

(Continued on page 561)

POWCO BRAND
REG. U.S. PAT. OFF.

Neutral Soap



NO TASTE NO ODOR PLENTY OF FOAM

Modern production methods and close selling margins make it possible for you to buy standardized, air-floated POWCO BRAND Pulverized Neutral Soap to suit your needs of better quality at a saving. Write today for your generous sample stating the use for which intended.

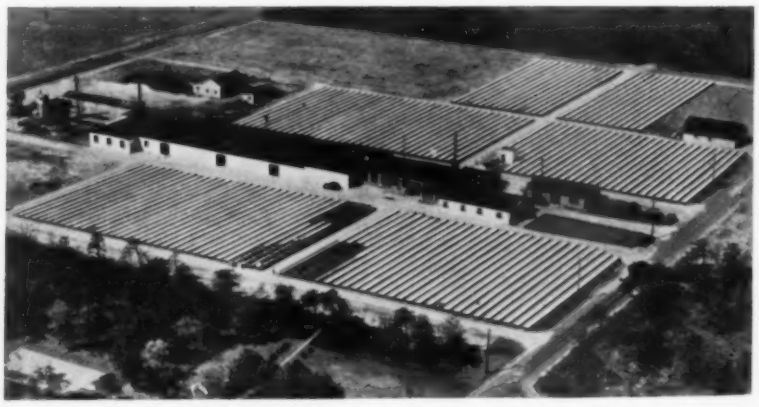
John Powell & Co., Inc. ONE PARK AVE., NEW YORK 16, N. Y.

KOSTER KEUNEN

★

BEESWAX

U. S. P. Pure Sunbleached
S P. Pure Yellow Refined



Office and Refinery: Sayville, N. Y.

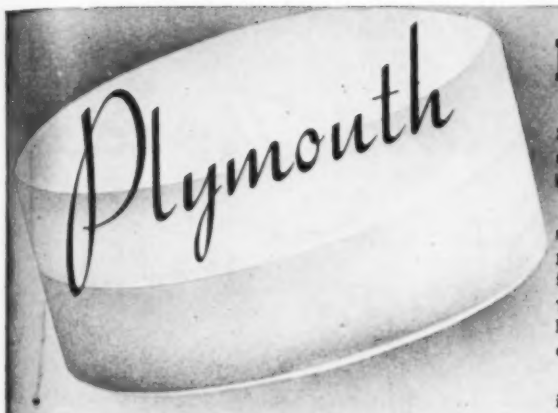
MICRO-CRYSTALLINE PETROLEUM WAXES

OZOKERITE • SPECIAL WAX BLENDS • CERESINE

Ask for samples, prices and technical data

KOSTER KEUNEN • • • • SAYVILLE, N. Y.

PHONE SAYVILLE 400



POWDER BASE NO. 7

Since the introduction of this new face powder material sales of it have constantly increased because the use of it actually represents a development in fine face powders.

Its exceptional silky, soft, smoothness, the complete absence of odor and the extremely fine particle size of it, plus its extraordinary adhesiveness actually improves a face powder in which it is used. As little as 5% added to your formula will bring about this result although it is being used in some face powder to the extent of 15% and a formula is offered showing its use in this percentage.

Samples are at your disposal and we believe that this is one of the Plymouth products which warrants a serious investigation by every face powder manufacturer because it has real merit and will improve your product.

A COMPLETE LINE OF COSMETIC RAW MATERIALS

PLYMOUTH BOARD

M. W. PARSONS

Imports AND

PLYMOUTH ORGANIC LABORATORIES, Inc.

59 BEEKMAN STREET
NEW YORK, N. Y., U. S. A.

TELEPHONE: BEEKMAN 3-3162 — 3163 — 3164
CABLE ADDRESS: PARSONOILS, NEW YORK

We Offer the Following From Stock

ALOES, Curacao and Cape
ALTHEA ROOT
ANISE SEED
BALSAM COPAIBA
BALSAM PERU
BALSAM TOLU
BELLADONNA Leaves and Root
BOLDO LEAVES
BORRAGE FLOWERS
BUCHU LEAVES
CARAWAY SEED
CELERY SEED
CHAMOMILE FLOWERS
CHAULMOOGRA OIL
CLOVES, Zanzibar
COCILLANA BARK
COLOCYNTH PULP
COLOMBO ROOT
CORIANDER OIL AND SEED
CUMIN SEED
DANDELION ROOT
DILL SEED, Indian
ERGOT OF RYE
FENNEL SEED, Indian
FOENUGREEK SEED
GENTIAN ROOT
GINGER, Jamaica, Calicut
GRAINS OF PARADISE
GUM ARABIC AMBER SORTS
GUM KARAYA
HELLEBORE ROOT WHITE
HERBA HERNIARIAE
HERBE MENTHE
HOREHOUND HERB
IRISH MOSS
JUNIPER BERRIES
KAMALA POWDER
LAUREL LEAVES
LAVENDER FLOWERS
LINDEN FLOWERS, with Leaves
MAHUANG, Chinese
MARJORAM LEAVES
NUX VOMICA
OAK MOSS
ORANGE OIL, Sweet
ORRIS ROOT
PEPPERMINT OIL
PIMENTO, Jamaica
POPPY SEED, Indian
PSYLLIUM SEED AND HUSKS
QUINCE SEED
RHUBARB ROOT
ROSEMARY LEAVES
ROSEMARY OIL
SAGE LEAVES
SARSAPARILLA ROOT
SAVORY
SENNA LEAVES AND PODS
SESAME SEED, Hulled and Natural
STRAMONIUM LEAVES
STROPHANTUS SEED
THYME LEAVES & OIL
UVA URSA LEAVES
VALERIAN ROOT

AMINOPHYLLINE
BARBITAL
EHPEDRINE SALTS
GUM CAMPHOR, Japanese and Domestic
ICHTHAMMOL, N.F.
VITAMIN PRODUCTS

• Other Imports Arriving Daily. • We Offer a Complete Line of Pharmaceutical Pills, Tablets, Liquids and Ointments.
• All Orders and Inquiries Given Immediate Attention.

KACHURIN DRUG COMPANY

Manufacturers • *Importers* • *Exporters* • *Distributors*

DRUGS - CHEMICALS - OILS - BOTANICALS

525 West 43rd Street, New York, N. Y.

Telephones: BRyant 9-7400-1-2-3-4 • *Cable Address:* Kachurin, New York • *Codes:* A. B. C. 5th & 6th Edition and Bentley's

Patent Thoughts and Trends

By THOMAS CIFELLI, Jr., Patent Attorney

Are Process Patents Enforceable?

One could say with justification that there is actually a caste system with regard to patents. I hasten to say that I am not suggesting that it matters who you are, or what you are, or how much money you have or don't have. Those things do not enter the picture, theoretically or practically. You secure your patent from the Patent Office and have your patent rights adjudicated by the courts on the basis of truly democratic principles. No, the caste system of which I speak is something quite different but nevertheless as real as it is unfounded.

What I am talking about is the very widely-held notion that a process patent is of little or no practical value in the chemical field generally, and—more to the point as far as we are concerned—in the drug and cosmetic industry also. People who have this notion will tell you that you are just wasting your money if you obtain a patent which is limited to the process of making or doing something without however giving you any protection on the material or thing made. They will tell you that you have no way of knowing if someone is infringing your patented process and will illustrate their point by saying that you can't tell how a chemical was made merely by looking at it or even by testing it. Also, they will say that even if you know in your heart and soul that the other fellow is actually using your process, you probably could not convince a court that this is so.

The result of an attitude such as the foregoing is that many people have foregone patent protection on improved processes and have applied for such protection only where claims to a new chemical or composition were obtainable.

If one were to take the trouble to examine the situation, some interesting findings would be made. It would be found, for example, that the law and the courts administering the law provide very useful machinery for *detecting* and *proving* infringement of patented processes. This of course was not always the case and there was a time when private investigators (often referred to in somewhat more inelegant terms) were almost a must in obtaining evidence. The courts comparatively recently have however provided litigants with a very useful tool for obtaining evidence, while at the same time protecting parties against "fishing expeditions" designed to pry into the other fellow's trade or other business secrets.

Less than ten years ago the U. S. Supreme Court adopted uniform rules governing procedure in all of the Federal District Courts which have exclusive original jurisdiction over patent infringement suits in the U. S. A. Under the new rules it is possible to learn through legal discovery procedures whether or not the defendant in a case is actually infringing a patented process. This can be done by the lawyer often without even leaving his own office.

This is neither the place nor the occasion for any detailed consideration of the mechanics of how a lawyer can today in the Federal courts, merely by skillfully utilizing the present rules, succeed on behalf of his client in eliciting information which at one time was as a practical matter impossible to obtain in many cases. The point here is merely to show how much in error is the concept held by many to the effect that a process patent is practically worthless.

A New Duck-Drowner

A few years back American Cyanamid got considerable publicity in technical and popular circles alike when it ran its striking picture advertisement showing that you could easily drown a duck merely by sprinkling one of its "Aerosol" wetting agents in the water in which the duck was swimming. This same company recently obtained a patent (No. 2,415,255) covering chemical relatives of the original duck drowner.

The new wetting agents are diesters of sulfosuccinic acid with 3, 5-dimethylcyclohexanol and with 3, 3, 5-trimethylcyclohexanol.

According to the patent di-cyclohexyl esters of sulfosuccinic acid, unlike the corresponding dialkyl esters, are relatively poor as wetting agents and hence it is somewhat surprising that the specific compounds covered by the patent do possess good wetting power.

Synthetic Vitamin A

Milas, whose vitamin A patents have been noted herein before (See this column, January and March 1947 issues of this magazine) is still adding to his collection. He obtained U. S. 2,415,834, like the others assigned to Research Corporation.

The latest Milas patent deals with a process of making the vitamin via dimethylamino vitamin A. Of interest are the references cited against Milas's application by the Patent Office:

United States Patents

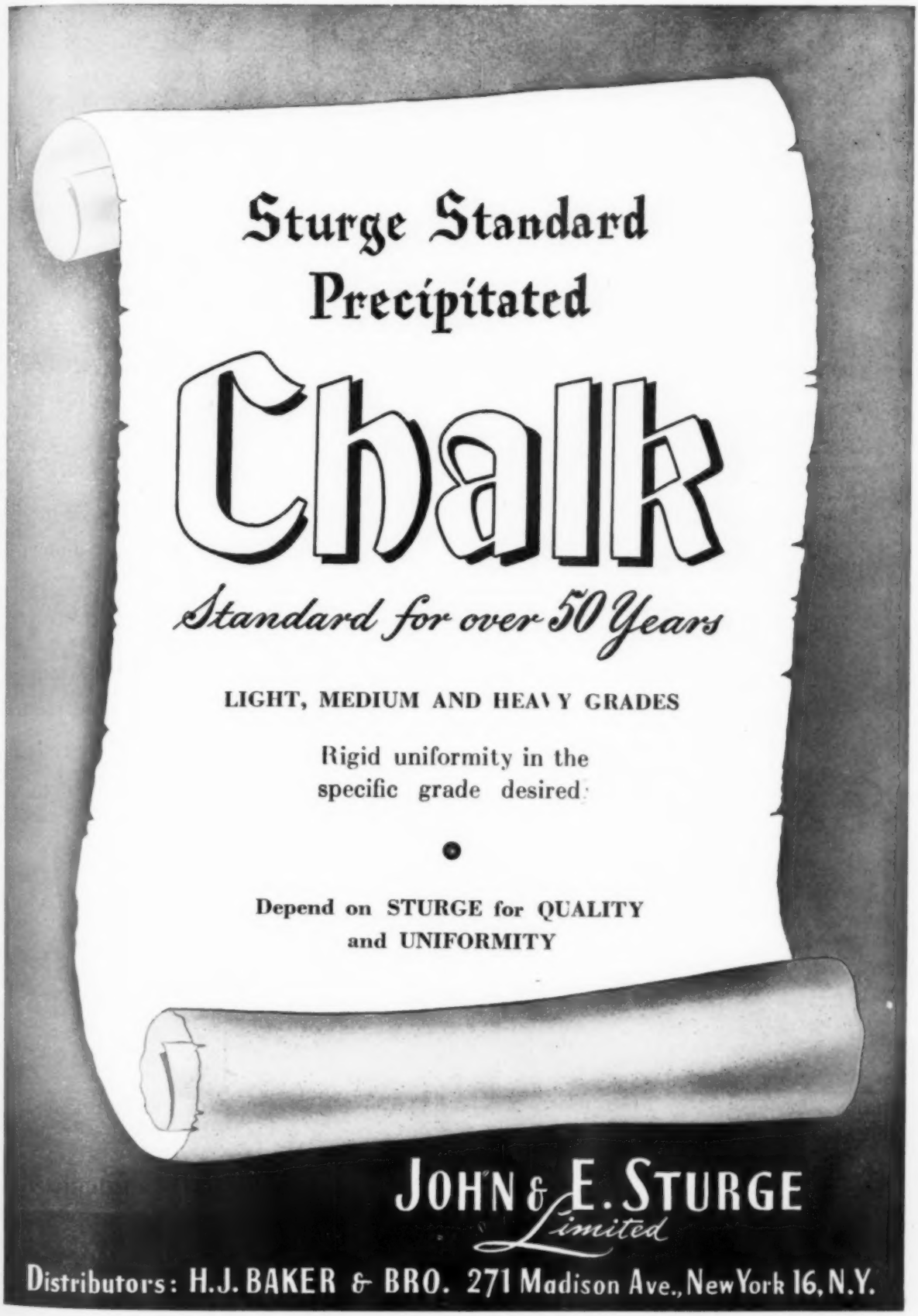
Number	Name	Date
691,157	Merling	Jan. 14, 1902
2,119,802	Westphal et al	June 7, 1938
2,135,521	Major	Nov. 8, 1938
2,365,825	Kyrides	Dec. 25, 1944
778,243	Hofmann	Dec. 27, 1904

Foreign Patents

Number	Country	Date
25,695	British	1903

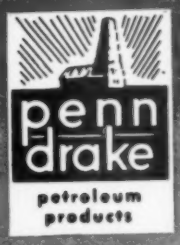
Therapeutic Nitrofurans

Stillman and Scott (Eaton Labs.) received a batch of seven patents (U. S. 2,416,233 to 2,416,239, inclusive), covering a number of nitrofuran derivatives which are said to be relatively non-corrosive, non-irritant and non-toxic, while at the same time capable of inhibiting or preventing the growth of bacteria. Some compounds were found to be effective in animals, when administered orally,


Sturge Standard
Precipitated
Chalk
Standard for over 50 Years
LIGHT, MEDIUM AND HEAVY GRADES
Rigid uniformity in the
specific grade desired
Depend on STURGE for QUALITY
and UNIFORMITY
JOHN & E. STURGE
Limited
Distributors: H.J. BAKER & BRO. 271 Madison Ave., New York 16, N.Y.

Penn-Drake

Highest Quality



PETROLEUM PRODUCTS

WHITE OILS Penn-Drake offers a complete line of highest quality U.S.P. White Oils ("Drakeols"), and in addition, a series of technical grade White Oils. All grades are refined to exact specifications. They are free from acids, alkalies and other impurities; they conform exactly to specifications and retain their desirable qualities.

PETROLATUMS PENN-DRAKE Petrolatum offers a wide selection of standard grades and colors, as well as specially developed grades to meet special requirements. Made from the finest grades of Pennsylvania crude oil, PENN-DRAKE PETROLATUM is pure; resists oxidation, light and heat; is odorless and tasteless.

SULFONATES Penn-Drake PETROSULS consist of a series of fully refined petroleum sulfonates. For use where surface-active agents are required or desirable. Two types are offered:

PETROSUL 745 SERIES—a low molecular weight, oil-soluble, "mahogany soap", readily soluble in cold water, forming a clear solution.

PETROSUL C SERIES—high molecular weight petroleum sulfonates in either aqueous or petroleum oil concentration.

SOLVENTS Penn-Drake solvents include INSECTI-SOL, a deodorized, 100% volatile, long-floating, non-staining base for insecticides; SUPER-SOL for moth-sprays, odorless paints, home dry cleaners, metal parts cleaners and other uses. Special solvents made for Rubber and other applications and specifications.

NAPHTHAS VM&P Naphthas, dry cleaning and other naphthas as specified. Included also are kerosene, gasoline and similar products.

PENNSYLVANIA REFINING COMPANY

BUTLER, PA.

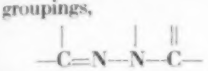
REFINERIES: **KARNS CITY AND TITUSVILLE, PA.**

Representatives and Stocks in Principal Cities

Branches, Cleveland, Ohio and Edgewater, N. J.

against fatal infections obtained by inoculation with streptococci and trypanosomes.

The patentees state that the invention is based on the discovery that the presence of the nitrofuran grouping in association with variations of the side chain groupings,



produces compounds having the above-stated effects.

Tryptophane

This material has taken on some importance because of investigations indicating it to be a nutritional element. Loss of sight, and, in some cases, death have resulted when animals have been kept on a tryptophane-deficient diet. The fortification and enrichment of foods low in this amino acid appear desirable. However, such a development has been prevented on a large scale, according to Sahyun because of the high cost of preparation and difficulties attendant upon the separation and isolation of tryptophane.

Sahyun in his U. S. patent 2,416,956 (assigned to Sterling Drug) states that he has developed an improved process for separating the amino acid, the trick being to contact an aqueous solution comprising mixed amino acids at relatively low temperatures with activated carbon and thereafter extracting the carbon adsorbate with a solvent for the tryptophane.

H. A. Bruson

One of the most prolific inventors in the chemical field today is Bruson of Rohm and Haas. His contributions sweep over a wide area of chemical investigations. Time spent in following Bruson's patents would be well-spent and bear fruit. Hence, the title of this section.

Bruson, with MacMullen, obtained U. S. patents 2,416,264 and 2,416,265. They deal with aryl aliphatic ethers which contain an aromatic nucleus substituted by (1) a quaternary ammonium methyl group and (2) an aminomethyl group, respectively.

The new products are said to be useful as disinfectants, bactericides, wetting agents, drugs and fungicides, among other things.

Other Patents

U. S. 2,414,722—(B. C. Cornwell)—**Synthetic vitamin A process, employing beta—or alpha-ionone, succinic acid ester and 4-hydroxy-2-methyl-2-butenal. Cf. Milas patents, this journal, January 1947, page 109.**

U. S. 2,414,783—(Hoffmann-La Roche)—**Pyridones. Therapeutic intermediates.**

U. S. 2,414,892—(Boots Pure Drug)—**Sulfonamides containing amidine groups.**

U. S. 2,414,918—(H. A. Abramson)—**Solutions for improved nebulization therapy of lungs and bronchioles.**

U. S. 2,415,079—(U. of Mich.)—**Basic alkyl esters of alpha-naphthyl-acetic acid. Antispasmodics.**

U. S. 2,415,234—(Squibb)—**Antigens of lymphogranulamavenereum - psittacosis group of agents.**

U. S. 2,415,235—(Squibb)—**Amino-alcohol esters of aralkyloxy-benzoic acids. Local anesthetics.**

U. S. 2,415,312—(Wm. Warner)—**Digitalis in propanediol. Heat stabilized, precipitation free, pharmaceutically stable, capable of parenteral administration.**

U. S. 2,415,544—(Merck)—**Co-carboxylase purification.**

U. S. 2,415,554—(E. A. H. Friedheim)—**Therapeutically-active 1, 3, 5-triazine derivatives.**

U. S. 2,415,632—(P. W. Garbo)—**Nicotinamide process.**

U. S. 2,415,754—(J. B. Niederl)—**Mercurated tetramethyl butyl phenols.**

U. S. 2,415,785-7—(Burroughs Wellcome) — **Unsymmetrically-substituted piperazines.**

U. S. 2,415,793—(Burroughs Wellcome) — **Dithiopyrimidines; useful in hyperthyroidism.**

U. S. 2,415,826—(Schwarz Labs.)—**Extraction of purine nucleotides from biologic substances.**

U. S. 2,415,897—(McElvain & Burkett)—**5-(1-ethoxyethyl)—5-alkyl barbiturates. Do not cause tremors in rats.**

U. S. 2,416,146—(Industrial Patents)—**Refining of crude glyceride oils to remove gums, free fatty acids and coloring matter.**

U. S. 2,416,484—(General Foods)—**Recovering theobromine and caffein from aqueous solutions.**

U. S. 2,416,552—(Richards Chem. Works)—**Conversion of alkylol-amides into oxazolines.**

U. S. 2,416,563—(Imperial Chemical Industries)—**Quinoline derivatives. Spasmolytic agents.**

U. S. 2,416,630—(American Cyanamid)—**Beta-alanine from iminodipropionic acid, dihydracrylic acid or thiodihydracrylic acid and aqueous ammonia.**

U. S. 2,416,658—(E. Lilly)—**6-methoxy-quinoline-N-oxide preparation.**

U. S. 2,416,617—(American Cyanamid)—**Preparation of 2, 4-diaminopyrimidines.**

U. S. 2,416,995—(Ciba)—**P-aminobenzene sulfanyl-guanidine from ammonia and certain S-substituted benzene-sulfonyl-pseudo-thioureas.**

U. S. 2,417,004-6—(Geigy)—**Acyl sulfonamides preparation.**

Undecylenic Acid in Monilial Vulvovaginitis

Because patients object to the staining properties of the aniline dyes used in the treatment of monilial vulvovaginitis, R. F. Kendall (*Arch. Dermat. & Syphil.* 55:113, 1947) started a search for a more elegant and effective method of therapy. Undecylenic acid with its zinc salt was selected because of previous satisfactory experiences in the treatment of monilial dermatomycosis. In the case cited by Kendall, a cleansing douche of tap water was prescribed, to be followed by application of 2.5 per cent undecylenic acid and 10 per cent zinc undecylenate in a base of equal parts of vanishing cream and lubricating jelly. The medication was applied in quarter ounce (7.1 Gm.) doses daily into the vagina by means of a contraceptive device. The same cream was applied to the affected skin twice daily. By the third day there was no discharge; by the fifth day all discomfort was gone, and at the end of a week involution of the eczema was taking place. Subsequent cultures were negative for Monilia.

Commenting on the advantages of this treatment, Kendall notes that the base of vanishing cream and tragacanth jelly spread easily into the rugae at body temperature without becoming fluid. The preparation was stainless and washed off easily. By this method the patient could apply the medication daily herself, thus reducing the number of necessary office visits. In the vagina one daily application of the medication with low concentration of active ingredients was effective probably because it was placed at the site of infection, where it remained until it was washed off.

HUISKING

CHEMICALS

Pharmaceutical—Industrial

DRUGS, OILS, VITAMINS, etc.

Import & Export Merchants

Buying Agents For Leading Foreign Houses

Selling Agents For American Producers

SINCE 1910

CAMPHOR U.S.P. Du Pont, *Powder — Tablets*
MENTHOL CRYSTALS U.S.P.
HYOSCINE (Scopolamine) HYDROBROMIDE U.S.P.
ARECOLINE HYDROBROMIDE, N.F.
SULFA DRUGS
SULFUR PRECIP., U.S.P., *Sylvania Brand*
OIL CAMPHOR WHITE SYNTHETIC
LYCOPODIUM U.S.P.
PAPAIN
SPERMACETI U.S.P.
HAARLEM OIL
QUINCE SEED
IRRADIATED ERGOSTEROL
SPANISH SAFFRON
BEESWAX U.S.P. *yellow & bleached*
LANOLIN U.S.P. *Hydrous & Anhydrous*
PREPARED CALAMINE, N.F.
CHLOROPHYLL
COPPER SULFATE *Crystals or Powder*

CHAS. L. HUISKING & CO., INC.

155 VARICK STREET, NEW YORK 13, N. Y.

Chicago Office 561 E. Illinois St. — Cable Address HUISKING, NEW YORK

LONDON AGENTS

Wheeler & Huisking, Ltd., 26 Great Tower St., London, E. C. 3, England

SINCE 1872

PEDER DEVOLD

PURE NORWEGIAN

COD LIVER OIL USP

"The Choice of Careful Bottlers Everywhere"

Standardized • Vitamin Tested • Oils of All Potencies

OUR CONTRACT CUSTOMERS ALWAYS HAD OIL

We succeeded, in the past, in providing our regular customers—contract or no—with their Cod Liver Oil needs. Our *Contract* customers were fully protected on oil and *price*. It always pays to have a reliable, experienced, and responsible source of supply.

VITAMINE BRAND OILS (Fortified Poultry Cod Live Oils)
DEVOLD VITAMIN A & D FEEDING OILS
VITAMIN A & D CONCENTRATES
IRRADIATED ERGOSTEROL (Vitamin D2)
CHLOROPHYLL
PURE WHEAT GERM OIL

IMPORT — EXPORT

PEDER DEVOLD OIL CO.

DIVISION OF CHAS. L. HUISKING & CO., INC.

155 Varick St. • New York 13, N. Y.

Cable Address: VITAMINE, New York — All Standard Codes

SANTONIN

MEETING REQUIREMENTS OF INTERNATIONAL PHARMACOPOEIAS

ALKALOIDS of AMERICAN MANUFACTURE

SANTONINE COMPANY OF AMERICA

DIVISION OF CHAS L HUISKING & CO., INC

155 VARICK STREET, NEW YORK 13, N. Y. — Cable Address SANTONICUS, N. Y.

CODAN

REGISTERED TRADE MARK

GERARD J. DANCO, INC.

3 EAST 44th STREET • NEW YORK 17, N. Y.

Telephone: VAnderbilt 6-0981 — Cable Address: CODAN, N. Y.

FINE ESSENTIAL AND FLORAL OILS

AROMATIC CHEMICALS

MUSK • CIVET • AMBERGRIS

Exclusive Agents in the United States and Canada For

Payan & Bertrand, S. A. • Grasse, France

DIRECT CONNECTION WITH THE

BELGIAN CONGO SINCE

1893

"Quality Merchandise Guaranteed by Reputation"

BENJ. FRENCH, INC.

ESSENTIAL OILS -- AROMATIC CHEMICALS

SINCE 1914 — AGENTS FOR:

DESCOLLONGES FRERES

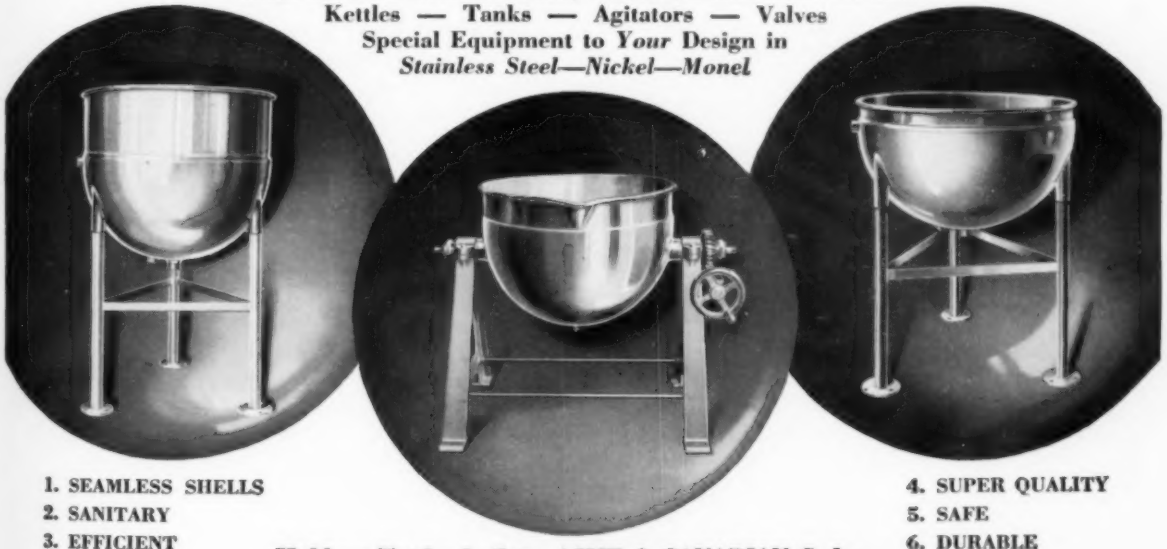
Lyon France

Jasmix
Jasmin de Provence
Fleurs d'Oranger de Provence
Lilac Isoflor B.
Lilac No. 58
Orris D. F.

160 Fifth Avenue *New York 10, N. Y.*

HUBBERT

All Hubbert Kettle Shells are seamless, die drawn from one single sheet.
Shells have no welds to crack, corrode, contaminate or leak
Kettles — Tanks — Agitators — Valves
Special Equipment to *Your* Design in
Stainless Steel—Nickel—Monel



1. SEAMLESS SHELLS
2. SANITARY
3. EFFICIENT

4. SUPER QUALITY
5. SAFE
6. DURABLE

Hubbert Kettles built to ASME & CANADIAN Codes.
Request certificates when ordering.
B. H. HUBBERT AND SON, Inc. • 1311 South Ponca Street, Baltimore 24, Md.

Perfumer's Shelf

Perfumes for Cosmetics

During recent years, says S. P. Jannaway (*Perf. & Essent. Oil Rec.* 38:6, 1947) manufacturers of cosmetics and other toilet preparations have undoubtedly tended to regard the perfuming of each of their products as a separate problem itself. Trying to make do with one compound for each and every purpose, or attempts to modify it by inexpert handling, is not good practice. Perfumes for cosmetics require a very great deal of experience and experiment to perfect them. Most of the reputable perfume supply houses make a specialty of developing special perfumes for these specialized purposes. For example a face powder perfume has to cover the earthy odor of the pigments and rise smoothly above them. A suntan or brilliantine perfume is not required to perform these functions. On the other hand, it must have good solubility in mineral oil, with no trace of cloudiness.

Cold cream and emollient cream perfumes are required to cover the odors of lanolin and waxes, while vanishing cream perfumes need to be stable in the presence of soaps. Water-soluble perfumes for lotions, etc., are again a separate problem. Medicated creams containing thymol, benzoin, witch-hazel, etc., may blend well with a specially selected lilac bouquet, for example, but not with another. Thus, a rose or French bouquet selected to perfume a complete range of cosmetic and toilet preparations must frequently be available in four or five modifications in order to achieve comparable results in creams, powder, lipstick, lotion, and so on. In addition, considerable care has to be taken to avoid discolorants and skin irritants.

Cinnamon Bark Oil from Seychelles

Cinnamon bark has been produced in Seychelles for a number of years and in 1916 large quantities of the essential oil obtained on distilling the bark in steam were prepared. The oil was, however, of low quality. By 1933 this oil had ceased being produced. More recently the production of cinnamon bark oil has been restarted, but on a very small scale. There is no doubt at all that a useful oil can be obtained from Seychelles cinnamon bark but unfortunately the straight oil does not fulfil the requirements of the British Pharmacopoeia, in respect of solubility in 70 per cent alcohol. Recently investigations were undertaken by D. J. Cosgrove and H. T. Islip (*Bull. Imperial Instit.* 44:188, 1946) to determine whether it is possible by fractional distillation to obtain an oil which would meet the official specifications. The first part of the work was concerned with four fractions obtained by the dry steam distillation of unscraped cinnamon bark at the source. The pertinent data relative to the cinnamon oils are given in the table below:

From these data it can be seen that, apart from the test for the presence of cinnamon leaf and cassia oils, none of the samples conformed to the B.P. requirements in all other respects. Attempts were then made to produce oils conforming to the requirements by mixing the samples, in pairs, in such proportions that the cinnamic aldehyde content of the mixtures would be approximately 65 per cent, the maximum permitted by the B.P. However, it was not found possible by mixing the samples, with or without additional steam distillation, to obtain an oil which did conform.

In the second phase of the investigations, oils were prepared at the Imperial Institute by steam distillation of scraped and unscraped bark. After extensive experiment it was not found possible to produce oil from the samples of cinnamon bark which would conform to the requirements of the British Pharmacopoeia, 1932, either by fractional steam distillation or by subsequent mixing of the fractions. In the case of the scraped bark in obtaining an oil soluble in 3 volumes of 70 per cent alcohol it was found that at least 71 per cent of cinnamic aldehyde was present, and even this oil did not conform to the British Pharmacopoeia as regards optical rotation. By mixing certain fractions of oil obtained from this bark and raising the eugenol content to 10.8 per cent v/v, by the addition of eugenol, a mixed oil was obtained, amounting to 87.5 per cent (by weight) of the total oil, conforming in all respects excepting the optical rotation to the requirements of the British Pharmacopoeia.

The unscraped bark was much inferior to the scraped bark both as regards the yield and the quality of the oil.

Samples from Seychelles

	Sample 1. From first 15 mins. distillation. (16.4 per cent. of total volume of the 4 samples).	Sample 2. From further 3 hrs. distillation. (58.4 per cent. of total volume of the 4 samples).	Sample 3. From first redistillation of the aqueous distillate. (11.1 per cent. of total volume of the 4 samples).	Sample 4. From second redistillation of the aqueous distillate. (14.1 per cent. of total volume of the 4 samples).	Requirements of B.P. 1932
Specific Gravity 15.5°/15.5° C.	0.9615	0.9885	1.0274	1.0396	1.000 to 1.030
Optical Rotation, α_D	−4.14° at 21° C.	−2.98° at 22° C.	−1.57° at 23° C.	−0.96° at 22° C.	0° to −2° 20° C.
Refractive Index, n_D20° C.	1.5450	1.5618	1.5879	1.5979	1.565 to 1.582
Cinnamic aldehyde (hydroxylamine method) w/w per cent	45.6	55.5	70.7	76.9	50 to 65
Solubility in 70 per cent alcohol at 15.5 °C.	Insoluble in 10 vols.	Insoluble in 10 vols.	Soluble in 2.7 vols.	Soluble in 2.1 vols. with very slight opalescence.	Soluble in 3 vols. with not more than slight opalescence.
B.P. Test for absence of cinnamon leaf and cassia oils.	Passes Test	Passes Test	Passes Test	Passes Test	

seen that,
resence of
, none of
e B.P. re-
ects. At-
oduce oils
s by mix-
h propor-
nyde con-
e approx-
mum per-
it was not
samples,
am distil-
did con-

investiga-
the Im-
illation of
After ex-
ound pos-
amples of
onform to
Pharma-
nal steam
mixing of
e scraped
uble in 3
ol it was
at of cin-
and even
e British
ical rota-
ons of oil
aising the
t v/v, by
d oil was
per cent
nforming
e optical
s of the

h inferior
gards the
l.

quire-
nts of
P. 1932

00 to
30
to −2°
9° C.
55 to
32
to 65

ble in 3
. with
more
slight
escence.

47: 60, 4

PR
FR
CO
ST
LO
CO

PROLONG
FRAGRANCE

CONSERVE
STOCKS

LOWER
COSTS

GERANIUM
LAVENDER
LEMON
NEROLI
ORRIS *LIQUID and CONCRETE*
PINE
YLANG YLANG

*BASICOLS—Exclusive trade mark registered U. S. Patent Office.

BAS

were developed at a t
seriously interfered w
try's compounding.
proved their value i
maintaining odor stre
the supply situation
today as ever, for the
In such cases, the use
the higher priced natu
the perfume compoun
he can be certain that
indistinguishable fro
where the BASICOL
higher fixation will
of BASICOLS by wri

FRITZS

PORT AUTHORITY BUILDIN

BRANCH OFFICES *and* STOCKS:
Toronto, Canada and Mexico, D.

BASICOLS*

were developed at a time when acute shortages of essential oils seriously interfered with the formulation of much of the industry's compounding. The use of BASICOLS during this period proved their value in reducing costs and at the same time maintaining odor strength. These considerations, even though the supply situation has greatly improved, are as important today as ever, for the cost of many better grade oils is still high. In such cases, the use of that BASICOL which corresponds to the higher priced natural oil introduces an economy factor which the perfume compounder cannot afford to ignore. Furthermore, he can be certain that the resulting odor effect will be practically indistinguishable from that produced by the genuine oil; and where the BASICOL is used in 50% or more replacement, higher fixation will result. Why not explore the advantages of BASICOLS by writing us for experimental samples?

FRITZSCHE *Established* 1871

Brothers, Inc.

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11, N. Y.

BRANCH OFFICES *and* STOCKS: *Boston, Mass., Chicago, Ill., Los Angeles, Calif., St. Louis, Mo., Toronto, Canada and Mexico, D. F.* FACTORIES: *Clifton, N. J. and Seillans (Var), France.*

INSTEAD OF BASIC OILS, TRY BASICOLS . . .

WHEN one considers their inherent advantages, it is not surprising that many of the specialties and substitutes, developed during the war to meet critical shortages, continue in use now that the emergency is past. Among the materials still in heavy demand is a group of seven basic perfume oil substitutes which we offer under the trade name BASICOLS. These materials merit your consideration on the basis of proven performance and economy and continuing high prices for dependable grades of their respective natural oils. For more details . . .

← ← ← ← *PLEASE UNFOLD THE PAGE*

A SPECIALTY OF OUR HOUSE . . .

THE handling of orris, from root material to finished oil, resinoid or concrete, is an important specialty of our house. At our plant in Southern France, which is convenient to Florentine sources of supply, production of these high quality specialties goes on continuously throughout the year. Selected root material, sun-dried and aged, is brought to us across the border from the best sources and processed by methods known to produce the most desirable results. Our orris specialties are truly the best that can be made. For varieties now available . . .

PLEASE TURN THE PAGE → → → →

FRITZSCHE BROTHERS, Inc.

COME TO HEADQUARTERS FOR YOUR BEST BUYS IN

ORRIS . . . .

- **OIL ORRIS FLORENTINE CONCRETE EXTRA**
- **OIL ORRIS FLORENTINE CONCRETE**
- **OIL ORRIS FLORENTINE TENFOLD EXTRA**
- **RESINOID ORRIS ROOT**

THESE exquisite specialties hold a high place in the estimation of all perfumers who have used them. And rightly they should, for they are products of critical selection and rigid control. Only hand-picked roots are used, and then, not until prolonged aging has conditioned them to yield oils of finest odor. This, coupled with the carefully controlled process of distillation which we employ, results in products of highest irone content and powerful, yet soft, violet-like odor. May we quote you on these outstanding products?

FRITZSCHE *Established* 1871 *Brothers, Inc.*

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11, N. Y.

BRANCH OFFICES *and* STOCKS: *Boston, Mass., Chicago, Ill., Los Angeles, Calif., St. Louis, Mo., Toronto, Canada and Mexico, D. F.* FACTORIES: *Clifton, N. J. and Seillans (Var), France.*

It would appear from the examination of samples of cinnamon bark from the Seychelles, conclude Cosgrove and Islip, that the chief obstacle to the production of an oil conforming to the requirements of the British Pharmacopeia is a deficiency of eugenol in the oil compared with the Ceylon product. This difference may be due to climatic and soil conditions, or to the difference in age of the two barks when distilled.

Clove and Clove Oil

Cloves, says "W.S." in a review in the *Australasian Journal of Pharmacy* (27: 998, 1946) are among the most valuable spices. The name is derived from the old English clow, or the French clou, which both mean a nail—the dried buds looking very much like small, round-headed nails. Cloves are the spicy unopened flower buds of an East Indian evergreen tree, *Caryophyllus aromaticus L.*, which somewhat resembles the laurel. It is probably a native to Ternate, one of the Moluccas or Spice Islands, a group of islands in the Dutch East Indies. About 1770 the French introduced the tree into their island possessions, to Mauritius in the Indian Ocean, and from there its culture spread to Zanzibar, Pemba, a coral island near Zanzibar, Ambogna, Madagascar, Penang, Ceylon, India, British Malaya and Brazil. Eighty per cent of all cloves come from the island of Zanzibar in East Africa; clove industry is Zanzibar's most important industry. Penang, Ambogna, Zanzibar and Madagascar cloves are considered excellent, but Pemba cloves are now similar in all respects to the Zanzibar cloves.

Known and used since very old times, cloves were employed in medicine by Hippocrates in the fifth and fourth century BC. Today clove oil is used in medicines as antiseptic and local anaesthetic in liquid and tablet form. An aching tooth may get relief by applying clove oil to the cavity of a tooth. Clove oil is distilled from dried cloves. Zanzibar cloves yield from 14 to 21 per cent of volatile oil. It is a clear, colorless or pale yellow oil which darkens somewhat on keeping. Eighty to 95 per cent of the oil is Eugenol, which can be converted into vanillin to make synthetic vanilla flavoring. Clove oil, Oleum Caryophylli, as well as eugenol, are phenols, and they have a marked numbing action in the mouth. The relief of pain in the mouth is due to their paralyzing the exposed nerve ends after a preliminary irritation.

Like some other spices, oil of cloves is used to disguise the unpleasant or disgusting taste of other medicaments. A single drop may be added to powders, pills or solution to give a pleasant odor, and their presence in tooth powders renders these more or less strongly antiseptic. Such volatile oils are occasionally given in cases of colic or in chill by pouring a few drops on a piece of sugar which is sucked. The dose of the oil in general is one to two drops.

Applied outwardly, oil of cloves produces heat and redness of the skin. It may relieve muscular pain and rheumatic ailments. Another internal use of oil of cloves is indigestion which is accompanied by flatulence. It is frequently included in purgative pills in order to prevent griping because of its soothing though stimulating effects on the muscles in the walls of the intestines.

Cloves are widely used for flavouring many commercially prepared foodstuffs —particularly hams, roasts, preserves, puddings, pickles, dressings and seasonings. Cloves, both whole and ground, because of the pungent odor and warm aromatic taste, are highly favored in the making of confectionery, cakes, pies, cookies and candy. They are considered the right flavouring for apples. Only an apple pie with cloves is in the right line of traditional English apple pie. In some parts of the world cloves are added to cigarettes to enhance their delicate aroma, of course, cloves and clove oil are essential in perfumery and have been used in perfume for years.

Trend in Flavoring Materials

Until recently, *as noted in Industrial Engineering Chemistry* for January 1947, the means used by either food companies or home cooks for bringing flavor to the palate consisted of adding a shovelful or pinch of the desired spice to the culinary concoction. Essential oil companies, however, viewed this as inefficient for many reasons. A large bulk had to be handled to get the flavorful oil constituent out of the plant particle and into the food in the right concentration. Freightage had to be paid on thousands of pounds of tannins, cellulose, and the other constituents of the whole spice that did nothing insofar as savor was concerned. Mold formation, the bane of spice men, was an ever-present threat to destruction of the spices as they lay in expensive storage space awaiting distribution.

Today a small room lined with bottles of "chemically pure" flavors is the equivalent of the sprawling spice storehouses of former years. This change has come about because of an increasingly common practice of the essential oil industry to steam-distill the spices at the point at which they are grown to remove the essential oils, the real flavoring materials.

The essential oil content of spices varies from year to year according to crop conditions; consequently, food packers received the advent of spice oils as the solution to the problem of keeping the flavor of products constant. Housewives stand to gain by the new development too, for, although it is doubtful that they will handle the concentrated flavors used in commerce, a host of spice-flavored salts will be available to them soon to augment those of onion, celery, and garlic now on their shelves.

The equivalent values between the whole spice and its corresponding spice oil are amazing. According to the spice equivalent table of the War Food Administration, 100 pounds of whole spice are equivalent to the following number of pounds of spice oil:

Bay leaves	2
Black pepper	1½
Cinnamon, Ceylon	1
Clove	17
Dill seed	3½
Mace	12½
Nutmeg	12½
Sage	2
Thyme	2

The trend is evident in a report that one essential oil house has succeeded in isolating the flavor oil of onions, an ounce of which is equivalent to 5000 ounces of whole onion. A similar accomplishment was made with garlic, in which one ounce of the oil is equivalent to 3200 ounces of the parent material.

The final step for the spice maker, it is observed, would be the synthesis of flavor by chemical means. Synthetic vanillin has been a familiar material for many years. War shortages inspired similar work on cinnamon, the results of which were reported by S. Bordenca of the Southern Research Institute. From his researches, the chemical requirements of a cinnamon-like product are blueprinted as "a properly aromatic ring structure, not modified excessively by organoleptically active groups, and an acrolein nucleus in which the aldehyde group is free or easily regenerated and in which no large side chains exist." However, much work will have to be done before natural sources will be outmoded by the flavors created in a chemical reaction unit.

MYSORE GOVERNMENT
Sandalwood
~~ Oil ~~

Distilled from
Santalum Album

{ INSIST ON ORIGINAL CANS AND CASES }

Sole Agents for the United States
In Canada: *Sole Agents*
W. J. BUSH & CO. (*Canada*) Ltd. Montreal

W. J. BUSH & CO.
(Incorporated)
Essential Oils
New York
Chicago National City, Calif. Montreal

FOUNDED T & B 1856
The Symbol of Standardization

GUMS
ARABIC
TRAGACANTH
KARAYA

WHOLE GUM—Cleaned and repacked before shipment.

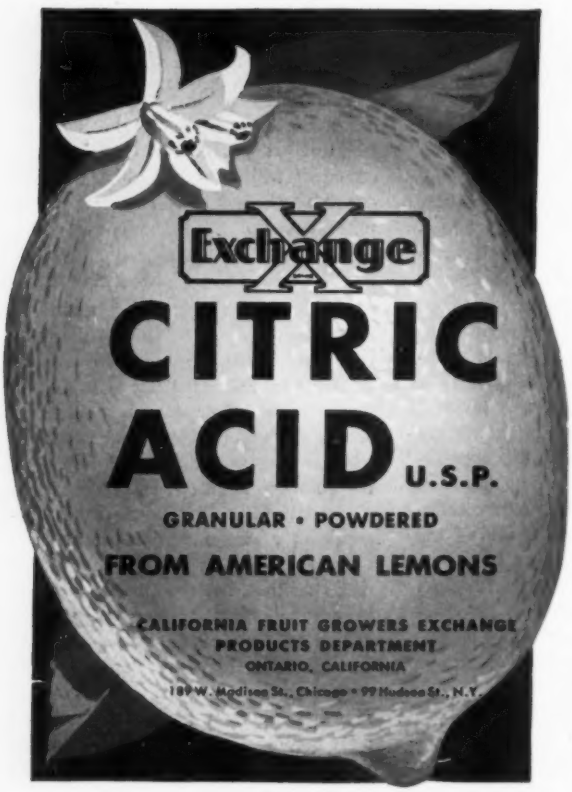
POWDERED GRADES—Standardized by milling under strict laboratory control.

GRAIN GUMS—Graded to uniformity and standardized.

T & B STANDARDIZED GUMS are your best protection against production difficulties.

All Powdered Gums Standardized by Laboratory Control

THURSTON & BRAIDICH
286 Spring Street New York 13
Represented in Chicago by A. C. DRURY & Co., INC.



Delay No Longer!

Write Today
for
QUOTATIONS AND SAMPLES
of fine

LANOLINS
AND
ABSORPTION BASES

Interesting booklets on Lanolin and Absorption Bases offered without charge. Samples supplied on request.

WRITE, PHONE OR CABLE
Dept. S. F

THE LANAETEX PRODUCTS, INC.
151-157 THIRD AVENUE – ELIZABETH, N. J.
Telephone: Elizabeth 2-7568 Cable: Lanaetex

Wanted

INDUSTRIAL ENTERPRISE

CASH PAID

FOR CAPITAL STOCK or ASSETS

By large financially powerful diversified organization wishing to add another enterprise to present holdings

Existing Personnel Normally Retained

STRICTLY CONFIDENTIAL

Box 1250, 1474 Broadway, New York 18, N. Y.

New! Outstanding!

AMERCHOL L-101

A LIQUID CHOLESTEROL EMULSIFIER PROVIDING UNUSUAL SKIN BENEFITS

NON-IONIC CHOLESTEROL in its most active and efficient form.

- Emollient, completely stable.
- For oil-in-water and water-in-oil creams, ointments and lotions.

AMERCHOL L-101 is one of many new Amerchols manufactured from specially processed Cholesterol and other sterols and will help you improve your products.

Our research laboratories are available to you for advice and information.

AMERICAN CHOLESTEROL PRODUCTS
Incorporated
MILLTOWN, NEW JERSEY
Sales Office—40 Exchange Place—New York 5, N. Y.

The Chem-Arom Co.
NEW YORK, N.Y.

ESSENTIAL OILS AROMATIC CHEMICALS — PERFUME AND FLAVOR BASES

NEO ABSOLUTE

ORANGE FLOWER

. . . . . *comparable to the natural absolute at a fraction of its cost.*

SAMPLE AND QUOTATION ON REQUEST

THE CHEM-AROM CO.
130 Water Street · New York 5, N. Y.

Compounder's Corner

Quaternary Ammonium Germicides

Although surface active quaternary ammonium compounds are several times as costly as the coal tar disinfectants, says C. A. Lawrence (Chem. Ind. *60:44, 1947*), *their efficient action has won for them an assured place among modern germicides. The relationship of chemical structure to germicidal activity of various quaternary ammonium salts has been described by several workers. In general, the chain length of the lipophilic group of cationic as well as anionic wetting agents modifies the degree of bacterial inhibition of the compound. The C_6, C_8, and C_{10} alkyl derivatives of quaternary ammonium compounds are relatively inactive) C_{12}, C_{14} and C_{16} chains are the most effective. Increasing the number of atoms beyond C_{18} results in a marked reduction in activity.*

The preparation of the large number of quaternary ammonium compounds that have been described during the past several years was chiefly concerned with variation of the substituents attached to the nitrogen nucleus. These new derivatives include (a) the cyclic amines: pyridine, picoline, lutidine, etc., of which type cetyl pyridinium chloride is an example) (b) compounds in which two long chain alkyl radicals (C_4 to C_{16}) are introduced on the nitrogen atom to give a series of dialkylmethylbenzylammonium chlorides; (c) those compounds in which oxygen atoms are introduced in the long chain as amide linkages, of which type are lauric acid esters of colaminoformylmethylmethylpyridium chloride; (d) compounds containing an aromatic ring in the long chain, such as p-tertiary-octylphenoxyethoxyethyldimethylbenzylammonium chloride; and (e) compounds containing unsaturated links in long chain alkyl groups, the type of 9-octadecenyldimethylbenzylammonium chloride.

Many of the quaternary ammonium disinfectants are odorless, colorless, non-irritating and non-toxic in germicidal concentrations. The compounds contain no phenol, iodine, mercury, other heavy metals, or hypochlorites. Solutions will remain stable over long periods of storage, are non-volatile and unaffected by boiling or autoclaving. The early application of the quaternary ammonium germicides was in surgical procedures. Several of these preparations have already been accepted by medical and public health authorities. In surgery aqueous solutions or tinctures (containing 50% alcohol and 10% acetone) have been found to be effective sterilizing agents in preparing an operative site for surgery and also for the preoperative preparation of the surgeons' hands and arms. Due to the wetting action of the compounds they have an important additional advantage over iodine, alcohol and other accepted antiseptics. The quaternaries have also been used successfully in the disinfection of wounds, deep lacerations, and in wet-dressings and irrigations, as well as in the treatment of skin lesions caused by certain fungi. When properly used, the quaternary ammonium germicides are highly active in the "cold sterilization" of medical and dental instruments.

In addition the surface-active quaternary germicides are being employed in eating and drinking establishments, in many food industries such as fisheries, bakeries, cold-storage warehouses dairy and pasteurizing plants, and as general disinfectants in hospitals, homes, animal and poultry farms, etc. Two of the compounds are listed in New and Non-official Remedies and one will appear in the XIIIth edition of the United States Pharmacopoeia.

Aluminum Compounds

Aluminum compounds do not have many varied uses in toilet preparations, but a note in the *Perfumery and Essential Oil Record* (37:178, 1946) cites several applications that may suggest further experimentation. For example, there is the use of aluminum sulphate in anti-perspirants, which can be molded into stick form. The only point about this is that it must be as near anhydrous as possible to avoid solution in its own water of crystallization during the manufacture. Its action depends upon its astringent properties, which also make it a useful ingredient of after-shave lotions and general skin tonics.

Of similar astringent value is aluminium acetate, which may often replace the sulphate to advantage and it has the added virtue of being less hygroscopic. It has been used in Germany for years in the preparation known as "Essigsaure tonne."

Finally, there are two colloidal preparations of aluminium of interest—aluminium hydroxide and magnesium aluminium silicate. The first is precipitated in colorless, gelatinous form by the addition of dilute ammonium hydroxide to a solution of aluminium sulphate or chloride and may be used with advantage to aid suspension of insoluble solids in lotions for the face and hands. The double silicate takes up water well and when used with wetting agents and a trace of perfume forms a cream with water and provides a good basis for a cream shampoo.

Chilblains Ointment

Chilblains, caused by such factors as circulatory stasis and cold, is fairly common in England during the winter months. As indicated in a report by A. L. Winner and E. S. Cooper-Willis (Lancet *2:663, 1946*) *many kinds of ointments, lotions and other local applications, as well as internal remedies, have been used in treating this condition. Although no extensive study of the causes of chilblains or the various remedies was made, a rough and ready trial was given to the following ointment:*

Phenol	1.0
Camphor	6.0
Balsam of Peru	2.0
Soft paraffin	25.0
Hard paraffin	7.5
Anhydrous lanolin, to make	100.0

The instructions given were either (1) to immerse the affected part in hot water at bedtime, to dry it carefully, and apply the ointment; or (2) to rub in the ointment night and morning. Medical officers reported that the ointment eased the pain and caused rapid healing; some describing it as the best remedy they had met. Winner and Cooper-Willis consider this ointment chiefly as an efficient palliative which probably acts by stimulating local circulation.

Autoclave Indicators

It is often desirable to have visible proof that materials claimed to have been sterilized by autoclaving have actually been given such treatment. To this end an autoclave "indicator" may be used. Both test papers and test solu-

Albert Verley & Company

offers a completely satisfactory substitute for Absolute Rose de Mai, at a tremendous saving in cost

Rosam

(Rose de Mai Synthetic)

—TURN THE PAGE

Rosam

(Rose de Mai Synthetic)

BY ALBERT VERLEY & COMPANY

. . . truly recreates the aroma of the living flower

Rosam has been accepted by some of the country's leading perfumers as a complete substitute for Absolute Rose de Mai in all its uses. This modern creation, made possible by the development of new aromatic chemicals through extensive research, may be used with full confidence that it actually replaces the absolute in all kinds of perfumery work.

In view of the continuing scarcity and high cost of natural raw materials, Rosam is continuing to serve as a complete replacement of the natural product in finer perfumery. Because of its superb quality, it will retain a permanent place in many formulas, either alone or in combination with the natural product.

Because of this remarkable achievement in synthesis, so long sought by the whole perfume world, you can maintain the quality standards which have established your reputation — without an excessive cost burden — by adopting Rosam generally throughout your formulas. Write for working samples and prices.

FOREIGN REPRESENTATIVES

Máximo A. Kuderli
Rodríquez Peña 233
Buenos Aires, Argentina

Blemco S. A.
Caixa Postal 2222
Rio de Janeiro, Brasil

Carlos Bobbert
Casilla 9660
Santiago, Chile

Agencia de Papeles y Ferreterías Ltda.
Apartado Aéreo 4608
Bogotá, Colombia

Juan Gonzáles
Sitios 355
Habana, Cuba

Sahdala & Co., C. por A.
P. O. Box #27
Santiago de los Caballeros
República Domínicana

H. G. Zevallos Menendes
Casilla 602
Guayaquil, Ecuador

Julio Lopez Martínez
Apartado 229
Guatemala, C. A.

Alberto Farres
Apartado 7233
México, D. F., México

Manuel J. Riguero & Cía. Ltda.
Managua, Nicaragua

La Química Suiza S. A.
Avenida Wilson 706
Lima, Perú

I. Oriol Escoda
Esq. Socarras
Caracas, Venezuela

Assem Beyhum
King Fouad Avenue
Beirut, Lebanon

Sapriel & Douek
16 Sheikh Hamza Street
Cairo, Egypt

I. Spitzglass & Sons
Queens Rd. & Norfolk Street
Woodstock
Cape Town, South Africa

Indian Chemical Works
Khurshed Building
Mahatma Gandhi Road
Karachi, India

Albert Verley
AND COMPANY
Headquarters for Odor Appeal
D. A. BENNETT AND E. J. STROBL, SOLE OWNERS

CHICAGO, ILL. • NEW YORK, N. Y.
MEFFORD CHEMICAL CO., LOS ANGELES

Synthetic Aromatic Products and Organic Isolates • Synthetic Flower Oils and Aromatic Bases • Bouquets and Finished Compositions

tions which undergo a color change in the autoclave are employed for this purpose. According to F. R. Elkins (*Pharm. J.* 158:31, 1947), satisfactory papers may be made from the following formula:—

Iodine	**0.5 m.**
Potassium iodide	**0.5 m.**
Starch	**25.0 m.**
Water	**to 300.0 mils**

Dissolve the iodine and the potassium iodide in a little of the water. Make starch paste in the ordinary way with most of the rest of the water. Cool, and thoroughly stir in the iodine solution. Adjust to volume. For use, this paste is spread thinly and evenly on large sheets of paper, allowed to dry without heat, and finally cut into strips about 3 in. by 1 in. It is purplish-black on the pasted side before heating, and the color fades completely in the autocalve.

Indicator solutions which undergo color changes on autoclaving offer certain advantages over papers. Such a solution should meet the following requirements: (1) It must be colored; (2) It must be stable in the cold under normal storage conditions, at least for several months; (3) It must assume a new color on autoclaving and retain this new color for several days, and preferably permanently. After investigating various substances, a formula was developed. It gives a clear deep green solution which changes upon autoclaving to a bright golden yellow with no green note. Samples of the solution, both before and after autoclaving, have shown no signs of deterioration after storage for two months. It is convenient to make the solution in two stages, these being called "Master Color Solution" and "Indicator Solution:"

Master Color Solution

Amidopyrine	**4.0 m.**
Resorcin	**2.0 m.**
Sodium nitrite	**1.5 m.**
Dilute hydrochloric acid B.P.	**8.0 mils**
Solution of ferric chloride B.P.	**5.0 mils**
Solution of ammonia (0.880)	**5.0 mils**
Distilled water	**to 350.0 mils**

Dissolve the amidopyrine, resorcin and sodium nitrite in about 300 mils of cold water. Add the dilute hydrochloric acid and set aside for one minute (Dark color develops.) Add the solution of ferric chloride. (Precipitate forms). Add the solution of ammonia. (Precipitate dissolves and the solution becomes dark green.) Adjust to final volume.

From this master color solution is prepared the following:

Indicator Solution

Color Solution, as above	**6 mils**
Solution of chromium trioxide 1 per cent	**2 mils**
Water	**200 mils**

For use one or two mils of the Indicator Solution may be sealed into glass tubes or ampoules: more economically, the user may be supplied with a stock of the Indicator Solution and a 5 mil white screw-top bottle which can be filled anew on each occasion.

Greaseless Lotion and Cream

According to a note in the American Professional Pharmacist *(13:94, 1947) Kendall and De Kay have done considerable experimental work in the development of greaseless creams and lotions. As a result of this work they developed the following procedure for making a creamy white, moderately thick, non-greasy hand lotion:*

Glyceryl monostearate	**25.0**
Stearyl alcohol, cetyl alcohol, or stearic acid	**25.0**
Anhydrous lanolin	**10.0**
Propylene glycol	**50.0**
Alcohol	**50.0**
Triethanolamine	**10.0**
Perfume	**1.0**
Distilled water, to make	**1000.0**

Melt the stearic acid and propylene glycol with the monostearate and 100 parts of water and bring to 90°C. Separately add the triethanolamine to 50 parts of water) bringing this to 90°C. and then add it slowly to the first mixture, with slow stirring. Continue to add enough water to bring to desired quantity, during which time the perfume (previously dissolved in the alcohol) is added.

These workers also developed an oil of wintergreen rub which is easily prepared, inexpensive, odorless, non-greasy and rubs in well without leaving a powder on the skin. This cream is made from:

Methyl salicylate	**120.0**
Stearyl alcohol	**5.0**
Cetyl alcohol	**5.0**
Glyceryl monostearate	**10.0**
Distilled water, to make	**1000.0**

Dissolve the glyceryl monostearate in 200 parts of water with heat. Cool to uniform consistency. Dissolve the alcohols in the methyl salicylate on a water bath. Put the monostearate mixture in a mixer and add the warm salicylate mixture, agitating, using only one mixer blade. Bring to desired quantity with water.

These formulas have been found to hold up for almost a year within the temperature range of 35°F to 95°F.

Stable Injectable Ascorbic Acid Solution

J. L. Ciminera and P. W. Wilcox (*J. Am. Pharm. Assn.*, Scient. Ed. 35:363, 1946) have made a careful survey of the many patents concerned with the preparation of ascorbic acid in a stable form suitable for parenteral use. The picture is a complex one, but they noted that an aqueous solution of ascorbic acid buffered with an alkaline sodium salt has not been described in the U. S. patent literature. Consequently they set out to develop a stable, buffered solution of ascorbic acid that does not infringe on any existing patent and is acceptable for direct parenteral administration or for addition to intravenous infusions. It was found that solutions containing 50 to 200 mg. of ascorbic acid per cubic centimeter may be buffered to *p*H 6.0-6.5 with an analytical reagent grade of trisodium phosphate, $Na_3PO_412H_2O$. This is accomplished by using 12 parts by weight of trisodium phosphate to 11 parts of ascorbic acid, as in the following:

Ascorbic acid	**55 Gm.**
Trisodium phosphate	**60 Gm.**
Phenol, crystals	**5 Gm.**
Distilled water, pyrogenfree, to make	**1000 cc.**

Stability is maintained by adherence to rigid anaerobic conditions by the use of nitrogen throughout manufacture and storage. Sterilization is accomplished by including phenol in a concentration of 0.5 per cent and by heating the sealed ampuls (2 cc.) at 100° C. for ten minutes and then cooling. The effectiveness of the sterilization procedure was checked by contaminating the solution with *B. subtilis* spores, and testing for sterility after the heat treatment. Particular care was taken to exclude air and contact with metals during preparation. The ampuls were stored in a cool place protected from the light. A solution so prepared was found to be stable for at least twelve months at room temperature in the dark.

This solution was added to intravenous infusions such as normal salt solution, Locke-Ringer's solution, 5 per cent dextrose solution, and human blood plasma without evidence of precipitation. The quantity added represented 100 mg. of ascorbic acid per liter of intravenous infusion.

When **Toothpaste**
Needs Improved Consistency
You Need

R·T·VANDERBILT·CO·N·Y·S·
VEEGUM
AMERICAN PRODUCTS

VEEGUM imparts an attractive gloss, to improve appearance. Gives a consistency unaffected by ageing. Reduces "bleeding."

Literature and samples available on request

R. T. VANDERBILT CO., INC.
Specialties Department
230 PARK AVENUE, NEW YORK 17, N. Y.

Have You Tested

VORAC'S NEW NAIL POLISH

Vorac, first again to incorporate into nail polish formulation remarkable new materials developed by famous research laboratories, gives you a Nail Polish greatly improved in wearing quality, application and appearance.

Make a consumers comparative test with Vorac. It will be revealing.

Write for your samples.

Nail Polish Specialists
Exclusively for the trade

THE VORAC COMPANY
147 Meadow Road Rutherford, N. J.
Tel: Rutherford 2-0934-5
St. Louis, Mo. - 1338 So. Kingshighway

FINE MEDICINAL CHEMICALS

DIIODOHYDROXYQUINOLINE

Amebacide and Trichomonacide

ACCEPTED COUNCIL ON PHARMACY AND CHEMISTRY AMERICAN MEDICAL ASSOCIATION

Spot or Contract Delivery

Plant & Laboratory: Lodi, N. J.

B. L. LEMKE & CO., INC.
Manufacturing Chemists
250 West Broadway New York 13, N. Y.

POWDERED IRISH MOSS
N. F.
300 lb. BARRELS

CRUDE IRISH MOSS
224 lb. BALES

T. M. DUCHÉ and SONS, INC.
117-119 HUDSON ST., NEW YORK 13

BOSTON	CHICAGO	CLEVELAND	ST. LOUIS
177 State	61 W. Kinzie	16304 LaVerne Ave.	2115 Pine

Perfume Bases

MULTIFLOR
B.L.No. 4265
ROSENOL
AZUFLOR

Artistry in Scents

Harmonious compositions producing a *"Symphony in Odour"*. For Perfumes . . . Colognes . . . Toilet Waters and Fine Cosmetics.

NEUMANN·BUSLEE & WOLFE INC.

228 W. Huron St. Chicago 10, Ill.

NOW

"DRUG PRODUCTS" OFFERS PRIVATE LABEL Facilities

Greatly increased manufacturing capacity, new scientific equipment, controlled air-conditioning and skilled personnel enable us to offer these facilities to companies requiring partial or complete private label production.

- **CAPSULES** *(Soft gelatin or slip-type)*
- **TABLETS** *(Coated or uncoated)*

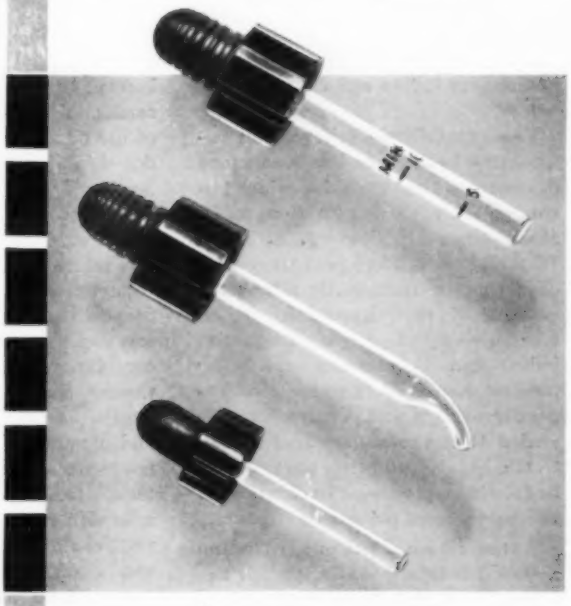
Ampuls **Effervescent Products**
Ointments **Powders**

Write us about your problem today.

THE DRUG PRODUCTS CO., INC.
Dept. DC Passaic, N. J.

Droppers..

standard or custom-made



Whatever your requirements may be, PLASTIC can supply you with a dropper notable for quality, workmanship and top performance . . . also with rubber bulbs, biological rubber stoppers and special molded closures. And because our manufacturing facilities are so extensive, we can make prompt delivery on orders of any size. These are the reasons why so many of the nation's leading pharmaceutical houses find it good business to deal with "PLASTIC".

Let us show you how we can serve you in the packaging of *your product*. Send details and specifications . . . we'll return full information and prices at once.

World's Largest Makers of Dropper Fitments

Plastic

ASSEMBLED PRODUCTS COMPANY

GENERAL OFFICES: 1149 Watson St., Baltimore 2, Md.
PLANTS AT: Baltimore and Elkton, Md.

ADVANCING THERAPY

Radioactive Iodine and Thyroid Cancer

The possibilities inherent in radioactive iodine for the treatment of cancer of the thyroid is evident in the report of S. M. Seidlen, L. D. Marinelli and E. Oshry *J. A. M. A.* 132:838, 1946). They present details of a case of metastatic adenocarcinoma of the thyroid in which treatment by means of radioactive iodine has been successful. The patient displayed symptoms of hyperthyroidism and X-rays had revealed that the cancer had spread to the lungs, and other parts of the body. Roentgenologic irradiation of the metastases proved ineffectual.

A tracer dose of radioactive iodine revealed iodine retention by all the lesions. Therapeutic amounts of radioactive iodine were administered orally. Definite and lasting improvement followed. Later additional radioactive iodine was administered with a resultant disappearance of pain, increase in weight and a progressive change in the direction of hypothyroidism. X-ray evidence points to an arrest if not a regression of the disease. No untoward effects followed this therapy. The patient's general condition is good. He moves freely about the hospital and is engaged in occupational therapy. "Radioactive iodine", concludeSeidlin and his associates, "seems to be an effective therapeutic agent in the control of this type of tumor."

Tyrothricin in Surgical Infections

Writing in *Surgery, Gynecology and Obstetrics* (83:323, 1946), D. D. Kozoll, K. A. Meyer, W. S. Hoffman and S. Levine say that tyrothricin which contains both gramicidin and tyrocidin could combine the bacterial potency of the former with the stability and solubility of the latter. They studied the clinical effectiveness of tyrothricin by using it as a wet dressing in treating 77 patients with surgical infections, the majority of whom had failed to respond to other methods. Fifty of the 77 patients had excellent clinical results, 8 had fair clinical results and 19 had poor results. Tyrothricin, when used on one of the bilateral lesions in 6 cases, produced in 5 either a more rapid rate of healing, less pain and exudate, or a greater bactericidal effect than control measures in the contralateral lesion. It was most effective in hemolytic streptococcus lesions, next in those with Staphylococcus aureus and albus. It was ineffective when the preponderant organisms were gram negative. Tyrothricin appeared to encourage the growth of psuedomonas, pyocyaneus and diphtheroid organisms, but it did not produce anemia or hemolysis. Tyrothricin treatment was associated with mild skin reaction in 3 patients; these reactions disappeared when treatment was discontinued in 2 instances, and in spite of continuation of therapy in the third. Tyrothricin is recommended as a nontoxic, noninjurious antibiotic agent for local use in the treatment of surgical infections, if the wound is open, if there is adequate surgical drainage, if there is adequate blood supply and if the predominant organisms are streptococci or staphylococci or both.

Benadryl in Dermatoses Therapy

Pruritus can be a most difficult symptom to treat and much effort has been expended to find a safe and effective antipruritic agent, says L. C. Goldberg (*J. Invest. Dermat*, 7:301, 1946). Many cutaneous diseases associated with pruritus are thought to be related to the action of histamine so that the search has been directed mainly toward the development of anti-histamine drugs. Benadryl displays such anti-histamine action. As a result of many tests, Goldberg found that Benadryl is a valuable therapeutic agent in the treatment of a certain percentage of cases of acute and chronic urticaria, dermographism, and angioneurotic edema. It should be tried in any disease that causes these complex reactions, particularly serum sickness or post-vaccinial reactions of any type. It was of definite value in the treatment of herpes zoster. Atopic dermatitis may be improved subjectively but not objectively. Benadryl is a helpful adjunct in the treatment of dermatitis medicamentosa, particularly that caused by penicillin; and further investigation into the problem of Benadryl and drug sensitivity is warranted. The encouraging good effect of Benadryl on one case of dermatitis herpetiformis warrants further study. Varying degrees of success were observed in miscellaneous skin diseases and syndromes associated with pruritus, such as anal and scrotal pruritus, seborrheic dermatitis, pityriasis rosea, dysidrosis, dermatophytosis with "id" reactions, idiopathic pruritus, exfoliating dermatitis, and post-scabetic pruritus. Benadryl was a failure in mycosis fungoides and of doubtful value in gastric crisis.

Although Benadryl has not produced severe side-reactions, there are some reactions, such as drowsiness and sleepiness, which do take place quite frequently. Therefore, patients taking the drug should not be permitted to drive cars, fly planes or work as trainsmen or engage in similar occupations. No cumulative effects were noted when the drug was taken over long periods of time. To date, under the advised dosage of either 50 or 100 milligrams orally, 1 to 6 times a day, Benadryl is only palliative. In some cases it appears to be a potent anti-pruritic drug with prompt action in those patients who are benefited. On the other hand the effects are transient and the signs and symptoms of the diseases under treatment return shortly after the drug is discontinued.

Effect of Streptomycin on Hearing

Neurotic symptoms involving the vestibular and auditory systems may follow streptomycin therapy, warn E. P. Fowler, Jr. and E. Seligman (*J. A. M. A.* 133:87, 1947). In their investigations, 81 streptomycin-treated patients were examined for aural toxicity. Two months after the cessation of therapy 3

make better sun-tan products for less!

SUNAROMES

. . FELTON'S EFFECTIVE SUN SCREEN PERFUMES

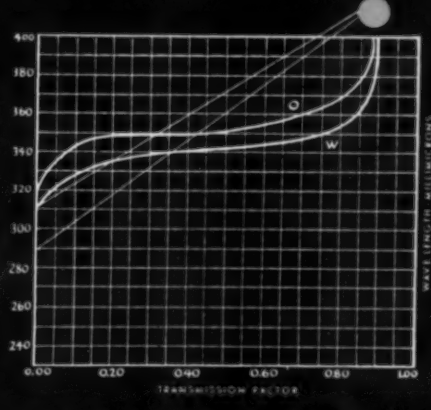
SUNAROMES "O" are oil soluble
SUNAROMES "W" are water soluble

Just consider the many advantages of a product that not only perfumes your sun-tan preparations most attractively, but which in itself is a very effective screen against the burning rays of the sun. Then you'll understand why Felton's Sunaromes have been widely used in the manufacturing of so many successful sun-tan products.

Sunaromes are supplied in a number of delightful fragrances . . . and it's easy to make fine sun-tan preparations with them.

Just mix Sunaromes with the base you prefer . . . water gum, water alcohol, or even water alone. You can also use a liquid cream base, mineral oil, fatty oil, and others. It's the Sunaromes that make them effective sun screens . . . and scent them so attractively. The protection is positive . . . and there is no problem of skin irritation.

SUNAROMES PROTECT AGAINST THESE SUN-BURNING RAYS!



FELTON CHEMICAL CO., INC.

99 JOHNSON AVENUE, BROOKLYN, N. Y. • BRANCHES IN PRINCIPAL CITIES

WRITE NOW for Samples and a leaflet containing complete data, prices and interesting formulas.

WITH TEEN-AGER PERFUMES

Manufacturers in every field recognize the teen-ager as a market on its own. The young modern does her own buying, formulates her own opinions, is at her most impressionable. The Dreyer Perfume Stylist has created a crisp, gay group of scents much-in-demand by the coke crowd. If you prefer your own, he will develop a perfume group exclusively for you.

ASK FOR: THE FRENCH-TYPE BOUQUET • MODERN BOUQUET
FLORAL • COLLEGE • SPECTATOR SPORTS • FROSH

P. R. DREYER INC.
ESSENTIAL OILS • AROMATIC CHEMICALS
PERFUME COMPOUNDS • FLAVORS

119 WEST 19th STREET • NEW YORK 11, N. Y.

BOSTON . . HAROLD H. BLOOMFIELD
CHICAGO . . . WM. H. SCHUTTE CO.
CINCINNATI . WM. G. SCHMITHORST
DETROIT . . . . . L. H. CARLSON
LOS ANGELES . . ALBERT ALBEK, Inc.
PHILADELPHIA . . . . R. PELTZ CO.

THOMPSON-HAYWARD CHEMICAL CO.
KANSAS CITY
AND CITIES THROUGHOUT MIDDLEWEST
MEXICO . . . . . EMILIO PAGUAGA
PRINCIPAL CITIES IN SOUTH AMERICA

of these patients showed an absence of vestibular response. During the third month after therapy 1 of these 3 has shown increasing recovery of response. All 3 complained spontaneously of dizziness during treatment. This symptom has decreased steadily and is at present not incapacitating. Another patient showed a severe loss of hearing two weeks after treatment. One month after treatment he had shown decided improvement in hearing. He had a normal vestibular response throughout.

It is stressed that because of the possibility of complications, the indications for the use of streptomycin should be carefully considered in each case. However, when indicated the drug should not be withheld because of this danger. The occurrence of otic symptoms during streptomycin therapy should call for a reconsideration of the case before continuing the administration of the drug. If streptomycin therapy is continued, the drug with another manufacturer's lot number should be tried. An audiogram and vestibular test should be performed before the initiation of streptomycin therapy.

Age and Blood Pressure

In a study to determine the influence of age on blood pressure, H. I. Russek, M. M. Rath, B. L. Zohman and I. Miller (*Am. Heart J.* 32:468, 1946) analyzed the blood pressure of 5,331 men between the ages of 40 and 95. They found that normal systolic blood pressure tends to increase with age. The frequency of upper levels of "normal" (140 to 149 mm.) rises appreciably with advancing years. The assumption that normal diastolic blood pressure increases with age is unfounded. Actually a progressive decrease occurs with succeeding decades. The rise in normal systolic pressure and concomitant fall in normal diastolic pressure are primarily the result of progressive diminution in the elasticity of the aorta and its large branches (vascular factor). Physiologic changes in the central nervous system leading to vascular hyperreactibility with advancing years similarly exert an important influence on the blood pressure trends (neurogenic factor). Both mechanisms (vascular and neurogenic) are summated in their effect on systolic blood pressure while exerting opposing influences on diastolic blood pressure. Although the ceiling for normal diastolic blood pressure has been set at 90 mm. of mercury, an even lower level appears applicable after middle age.

New Drugs in Epilepsy Therapy

Two new drugs used in epilepsy therapy are discussed by W. G. Lennox in the *American Journal of Psychiatry* (103:159, 1946). Tridione is the first of the two drugs which increase the range and the effectiveness of the control of epileptic seizures. This drug has proved peculiarly effective in the control of seizures of the petit mal type: pyknoepilepsy, myoclonic jerks and akinetic epilepsy. Eighty-four per cent of the patients with petit mal were to some degree better. In contrast, grand mal convulsions were not helped or made worse. Psychomotor seizures were occasionally aided by Tridione combined with an anticonvulsant drug. The second drug, methyl phenyl ethyl hydantoin (Mesantoin), did not help petit mal, but in approximately one third of patients subjected to frequent major seizures it has replaced diphenyl hydantoin sodium (Dilantin) with profit. The benefit resulted either from a reduction in the frequency of convulsions or from an absence of the unpleasant side effects of either muscular incoordination or gum hypertrophy. Generalized rash or somnolence were side effects which limited the usefulness of the drug in many instances.

Myanesin, New Curare-Like Drug

A new synthetic curarizing agent called "Myanesin," suitable for use in anesthesia and possessing "well marked advantages" over curare has been described in *The Lancet* of January 18, 1947. The chemical properties are given by F. M. Berger and W. Bradley while the clinical work is discussed by F. B. Mallinson. Myanesin is an alpha-substituted glycerol ether. The drug is a colorless, odorless, crystalline solid, melting at 70-71° C. It is soluble about 1 per cent in water at 22° C., but stable super-saturated solutions can be prepared. Urea and its derivatives greatly increase its solubility. Solutions of Myanesin are stable, and may be sterilized by heat. They are compatible with solutions of sodium chloride, glucose, and derivatives of barbituric acid, and they show antibacterial properties.

In suitable doses Myanesin produces muscular relaxation and paralysis without respiratory arrest, or influence on blood pressures. The drug has a low toxicity, a wide margin of safety, and is quickly destroyed in the body. It antagonizes strychnine convulsions in mice. The drug's pharmacological action is probably due to a depressant effect on the spinal cord, and in this respect it differs from that of curare. When Myanesin is given together with a barbituric anesthetic, relaxation is obtained with the lightest possible depth of anesthesia, and the compound appears to enhance the action of the barbiturate. When administered to the conscious subject, abdominal relaxation is produced without narcosis or the distress reported with curare. No bronchospasm or salivation is associated with the use of the compound. Myanesin must still be considered an experimental drug for use by the expert anesthetist.

Gas Gangrene Toxoids

Toxoids for protection against gas gangrene, a dangerous infection of deep dirty wounds, were ready for trial in the armed forces shortly before V-E day, according to I. S. Danielson in a report delivered at the meeting of the New York Academy of Sciences (through *Science News Letter* 51:141, 1947). The cessation of hostilities interrupted the trials, but previous tests on several hundred human volunteers gave results that scientists believed showed they were protected against four types of germs that produce gangrene. One of these was *Clostridium perfringens* which is found in 50 per cent to 80 per cent of gas gangrene in war wounds. Gas gangrene develops in from several per cent to a fraction of one per cent in war wounds, depending on the theater of operation. Mortality is high. In the central Mediterranean area it was over 1 per cent in one series of 185 cases.

Chemical remedies and specific antiserum have not been outstanding in their ability to control the infection, Danielson pointed out. Work on development of vaccinating agents or toxoids against gas gangrene was begun in 1941, both independently and under contract with the Office of Scientific Research and Development. As a result toxoids were developed which gave solid immunity to mice, guinea pigs, rabbits and dogs against living germs and toxins of three gas gangrene infections. These same preparations gave comparable results in the human guinea pigs.

EXTRA YARDAGE WITH THE WIND!

Knowledge and skill alone do not guarantee a perfect golf shot or a perfect vitamin product. In golf, a favorable wind—in the pharmaceutical field, superior raw materials—can make a big difference.

Hoffmann-La Roche, for many years, has been producing superior vitamins "by the tons". 'ROCHE' standards for quality and pharmaceutical elegance assure filling your bulk vitamin needs with the best materials that can be made available.

Make a memo now to send your next order for thiamine, riboflavin, ascorbic acid, pyridoxine, or vitamin E (acetate) to Roche Park.

Vitamin Division

ROCHE

HOFFMANN-LA ROCHE, INC.
Roche Park, Nutley 10, New Jersey

PURCHASING DEPARTMENT

Citric Acid Advances 2 Cents a Pound, Representing First Change in Eight Years — Menthol Up Again

Because of steadily rising costs of molasses, labor, and sugar, quotations on citric acid were advanced 2c a pound by the major producer.

The advance in citric acid which is used in the manufacture of citrates, flavoring extracts, confections, soft drinks and in medicine, marks the first change in price in eight years.

The new schedule is: Anhydrous, granular, carlots, 24½c per pound; l.c.-l., 10,000 pounds in one shipment, 25c; smaller lots, 25½c to 28½c; USP, crystals or granular, carlots, 22c; l.c.l., 10,000 pounds in one shipment, 22½c; smaller lots 22½c to 26c. Powder is ½c higher in all categories.

Demand for citric acid is running well ahead of the supply and with seasonal influences at work demands are likely to become more pressing. In the face of steadily rising raw material costs there are reports in the trade to the effect that a further advance in makers' prices may come shortly.

Menthol Up Sharply

The upward trend in menthol has been extended to a spot range of from $8.25 to $8.50 per pound. In some quarters it is predicted that a $9 market will shortly prevail here. The local market has been slow in reflecting the sharply increased costs in Brazil because of the fact that the current period is what is generally termed the off-season. China does not appear to have sufficient quantities of menthol available for export to offer any competition to Brazil, thus it is generally believed that the appearance of any sizable orders in this market would quickly force spot prices to a much higher level.

Late cables from Brazil indicate that independent producers of menthol are asking $17 to $17.40 per kilo for their product, while the syndicate is reporting $18 per kilo with intentions of later increasing the price to $20. The latter figure would be equivalent to $9.75 to $10 per pound, duty paid.

Brazil will not be able to export more than 300 tons of menthol during 1947, it is said, whereas in 1946, 440 tons were exported, and in 1945 570 tons.

MARCH PRICE CHANGES

UP

Almond oil bitter 40c
Ammonium salicylate 10c
Atropine alkaloid 80c
Atropine sulfate $2.75
Belladonna leaves 30c
Bergamot oil 15c
Bismuth chloride 15c
Citrate 15c
Oxychloride 20c
Subcarbonate 20c
Subgallate 10c
Buchu leaves 5c
Calcium stearate 5c
Cinnamon bark oil 50c
Citric acid 2c
Grape fruit oil 17c
Henbane leaves 25c
Iodine crude 29c
Lemon grass oil 5c
Magnesium stearate 1c
Menthol natural 80c
Methyl salicylate 5c
Pilocarpine
hydrochloride $1.25
Nitrate $1.00
Rue oil 25c
Salicylic acid 4c
Salol 10c
Sodium salicylate 5c
Spearmint oil 75c
Stearic acid 1½c
Zinc stearate 5c

DOWN

Almond oil, sweet 15c
Anise oil 10c
Balsam Peru 10c
Benzaldehyde 2c
Benzoin gum, Sumatra 5c
Birch oil sweet, Northern 50c
Bois de Rose Brazil 50c
Camphor white 10c
Cantharides Chinese 10c
Celery oil $2

(Continued on page 553)

• Prices quoted in this section were current on the first of this month.

Latest shipping price of menthol from China is reported as equivalent to $8 per pound duty paid. Goods in the hands of speculators, merchants, and banks are estimated at 850 cases but there are only about 300 cases available for export, or 9 tons.

The Department of Commerce reports that natural menthol imported during November, 1946, totaled 66,440 pounds. Brazil shipped 38,780 pounds; China, 1,200 pounds; and Japan, 26,460 pounds. The aggregate import tonnage for the first 11 months of 1946 amounted to 492,110 pounds.

Colombia Produces Shark Liver Oil

Annual production of shark liver oil in Colombia is reportedly about 1,000 kilograms. In 1945 about 10 tons of shark livers, valued at 14,127 pesos, were exported to the United States.

Glycerin Strong

With tallow approximately 19c a pound above OPA ceilings during the period of price control, sales of crude glycerine were reported recently at 50c per pound. Normally this would mean a minimum quotation of 70c a pound for refined glycerine in tankcars, but major refiners are continuing to quote refined material at the former level of 55c. The situation bears close watching, however, since continuation of high tallow prices may eventually be reflected in refined material.

With glycerine prices at levels which consumers call beyond reach, there is increasing evidence that propylene glycol and other substitutes are gaining enough favor among manufacturers to capture a substantial part of the glycerine market.

This is particularly true, trade spokesmen state, in synthetic flavoring and food lines. Pharmaceutical, cosmetic, glue and adhesive manufacturers are also reported to be casting a favorable eye toward increasing their consumption of glycols.

The main reason is the wide differential. Glycerine was quoted at figures ranging from 55c to 65¾c per pound. In the resale market the level was nearly $1 per pound.

Propylene glycol, on the other hand,

(Continued on page 551)

60 to 90 day delivery

...on this cost-cutting automatic powder packager

Because of increased production facilities on Model U-1 Auger Packers, we are now able to make deliveries in weeks instead of months. There has been a heavy demand for this equipment because it is 15 to 25% faster than previous models, greatly reduces operator fatigue and is extremely accurate and easy to clean.

Here are the quick facts:

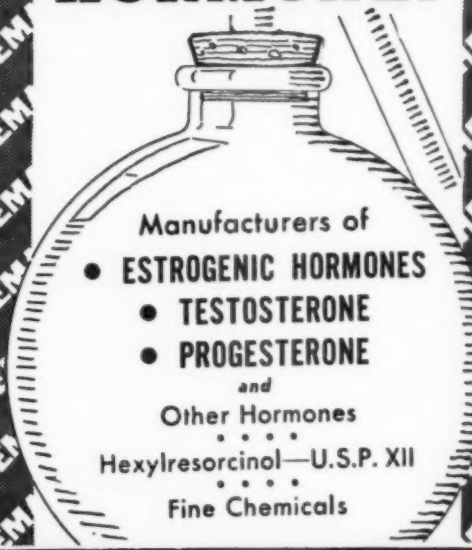
No pedals... Filling is *automatic* once container is placed in position... Packs into cans, bags, cartons, jars... Range 1 oz. to 5 lbs.... Production 20 to 30 packages per minute...Height 83"...Floor space 3'x 3'.

If you package powdered materials of any kind it will pay you to get in touch with us promptly in order to secure the benefits of this unusually efficient labor and money-saving unit as soon as possible. Write today.

TRIANGLE PACKAGE MACHINERY CO.
929 NO. SPAULDING AVENUE, CHICAGO
BRANCHES IN PRINCIPAL CITIES

HEMA HEMA HEMA HEMA HEMA HEMA

HORMONES



Manufacturers of
- ESTROGENIC HORMONES
- TESTOSTERONE
- PROGESTERONE

and
Other Hormones
• • • •
Hexylresorcinol—U.S.P. XII
• • • •
Fine Chemicals

HEMA DRUG CO., inc.
Manufacturers of rare chemicals
66-38 CLINTON AVE. MASPETH, NEW YORK
Tel. NEWTOWN 9-2110

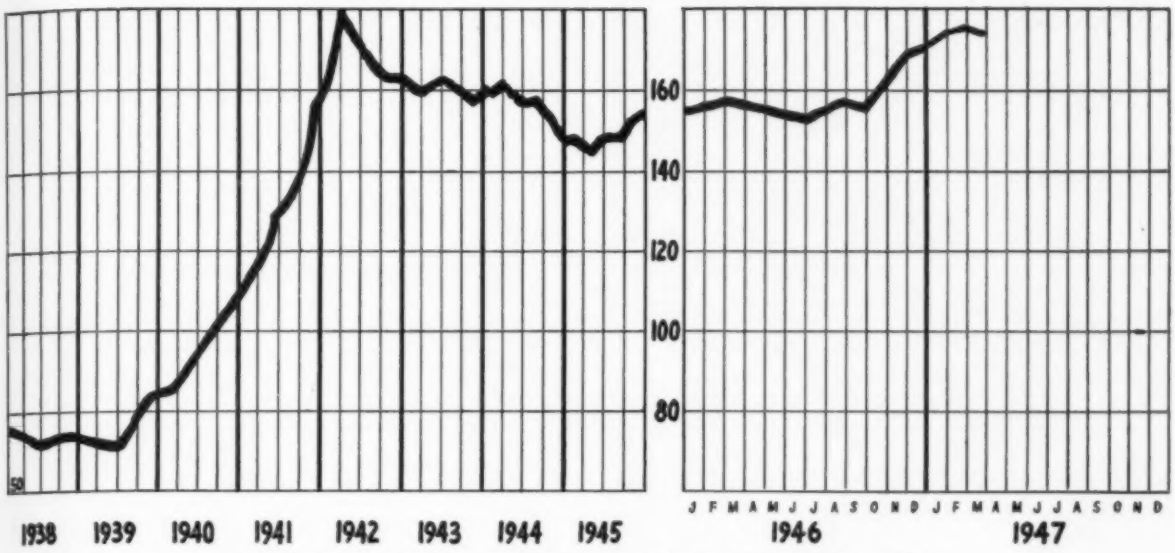
CBC — CHARLES B. CHRYSTAL — MINERALS CLAYS COLORS — NEW YORK

Talc...

FRENCH
and
ITALIAN
U.S.P. --- PROCESSED

CHARLES B. CHRYSTAL CO., INC.
55 PARK PLACE • NEW YORK 7
Warehouse: JERSEY CITY, N. J.

50 Raw Materials—Weighted Price Index. 1926=100.



The price index of fifty commodities for March declined from 175.1 to. 172.9.

Essential Oil Prices Reflect Decline in Consumer Demand — Buyer's Market More Prevalent

Business in the market for essential oils continued on a very conservative basis during the current trading period. The tendency of consumers is to purchase more conservatively and this has had the effect of slowing up movement of essential oils into those channels. A more competitive market now exists on many items, a situation which is said to be unwarranted by current replacement costs. Conditions in many foreign producing markets are still very disturbed. Developments in the Dutch East Indies have been particularly disappointing.

The 11 month aggregate import tonnage was 10 percent above receipts during the January-November period of 1945.

Scientific farming methods for plants bearing oils for flavoring, perfumes, and pharmaceuticals, are urgently needed in the United States to ward off the threat of foreign competition, Dr. Ernest S. Guenther, chief research chemist and vice president of Fritzsche Brothers, Inc., told a meeting of the Philadelphia section, American Chemical Society.

Imported oils, produced by cheap foreign labor are returning to the U. S. market, Guenther said, and threatening the domestic war-born essential farming industry.

He called upon botanists, entomologists and experts in mechanized agriculture to co-operate with chemists in growing and processing plants economically.

Orange Oil Firm

Interest in all types of orange oil, both imported and domestic, was well maintained. Reports from California indicate that quite generous shipments of this oil between now and the middle of May can be expected to go forward to this market, and that from that date through until Fall the oil should move forward at an even greater rate. Accordingly, representatives of the trade here are reported to be offering six months contracts at $2 per pound for sweet USP XII California coldpressed.

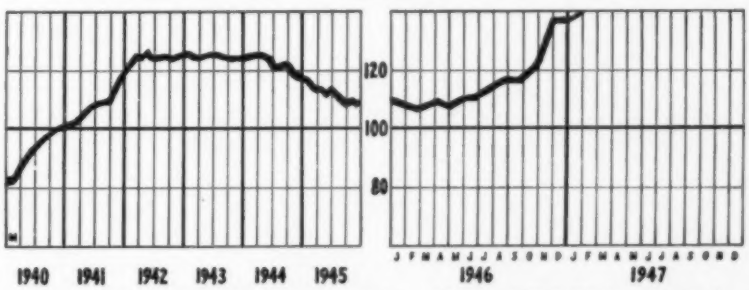
Essential Oils Exported By Hong Kong

Hong Kong's declared exports of essential oils to the United States in the 4 month period ending December 1946 included 725,620 pounds of aniseed oil, valued at $434,764; 61,369 pounds of camphor oil, with a value of $24,919; 68,460 pounds of cassia oil, worth $129,082, and 8,494 pounds of ho oil, with a value of $9,227.

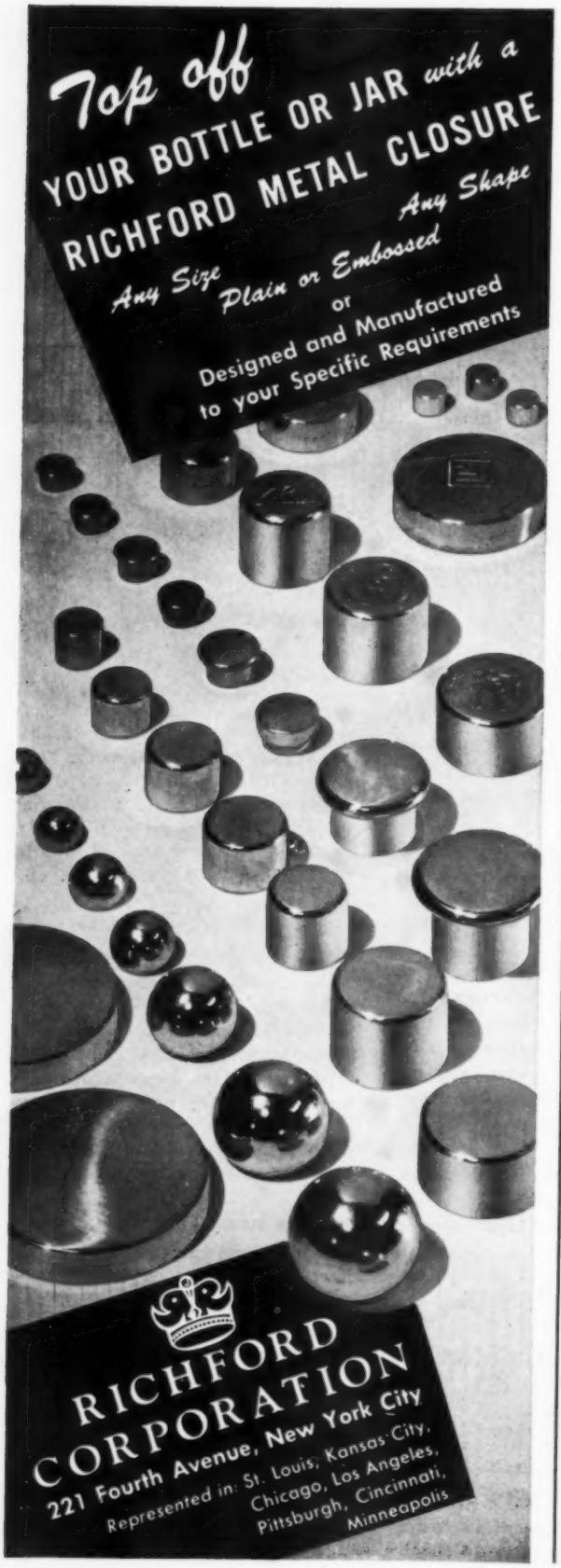
Lemongrass Uncertain

The outlook in lemongrass oil is regarded as highly uncertain. Buyers here, it is explained, realizing that there is a moderate supply to be had on spot, believe that by limiting purchases until the new crop arrives in India they may be able to secure goods at much lower prices. On the other hand there has been a good demand frm France, Hol-

15 Medicinal Chemicals—Weighted Price Index. 1926=100.



The medicinal chemicals index was up from 166.4 to 169.2 Citric acid, crude iodine, and menthol showed price advances.



EDW. S. BURKE
J. F. HOLLYWOOD

Representing:

CARUS CHEMICAL CO., INC.

BENZOIC ACID U.S.P.
SODIUM BENZOATE U.S.P.
HYDROQUINONE
MANGANESE SULFATE
POTASSIUM PERMANGANATE
RARER PERMANGANATES

BENZOL PRODUCTS CO.

AMINOACETIC ACID (Glycocoll)
AMINOPHYLLINE U.S.P
BENZOCAINE U.S.P.
CHINIOFON (Yatren) U.S.P.
CHLORBUTANOL U.S.P.
CINCHOPHEN & SALTS N.F.
IODOXYQUINOLIN SULPHONIC ACID
NEO CINCHOPHEN U.S.P.
OXYQUINOLIN BENZOATE
OXYQUINOLIN SULPHATE
POTASSIUM OXYQUINOLIN SULPHATE
PHENOBARBITAL U.S.P. & SALTS
PENTOBARBITAL SODIUM U.S.P.
THEOPHYLLINE U.S.P.
DIACETYL
PHENYL ACETIC ACID
BENZALDEHYDE
BENZYL ALCOHOL
BENZYL CHLORIDE
BENZYL CYANIDE
DIETHYL MALONATE
DIMETHYL UREA
CYANOACETAMIDE
CYANO ACETIC ACID
ETHYL CYANO ACETATE
8-HYDROXYQUINOLIN
8-HYDROXYQUINOLIN-5 SULPHONIC ACID

EDW. S. BURKE
Established 1917
65 PINE STREET • NEW YORK 5, N. Y.

FINE AROMATIC CHEMICALS
ESSENTIAL OILS and COMPOUNDS

Aromatics Division
GENERAL DRUG COMPANY

ESTABLISHED 1919 GD AROMATICS DIVISION

125 Barclay St., New York 7, N. Y.
9 S. Clinton Street, Chicago 6
1019 Elliott Street, W., Windsor, Ont.

land and the United Kingdom and by the time the new crop goods are avilable, the demand may prove sufficient to prevent any reduction in shipping prices.

Annual exports of lemongrass oil from El Salvador are estimated at about 1,200 gallons. Virtually all lemongrass oil produced in El Salvador is exported to the United States.

Production of Essential Oils, Algeria

Algerian producers of essential oils recently offered on the market 6,000 pounds of cedarwood oil; 1,200 pounds of rosemary oil; 900 pounds of mint oil, reports the foreign press. The report stated that geranium oil was in the process of extraction and output was not yet known. Although weather conditions in the 1946 season were more favorable than in the preceding year, a smaller area was under geranium cultivation.

Petitgrain Oil Exports, Paraguay

Total exports of petitgrain oil from Paraguay during the first 7 months of 1946 were valued at $634,304. In 1945 exports of this essential oil were valued at $714,886, a considerable increase over $476,699 in the preceding year.

Patchouli Oil Exports, Seychelles Islands

Exports of patchouli oil from the Seychelles Island in 1945, the latest year for which data are available, amounted to 2,592 kilograms, valued at 406,443 rupees, of which the United Kingdom accounted to 1,281 kilograms, valued at 169,230 rupees, and the United States, only 200 kilograms, worth 18,000 rupees.

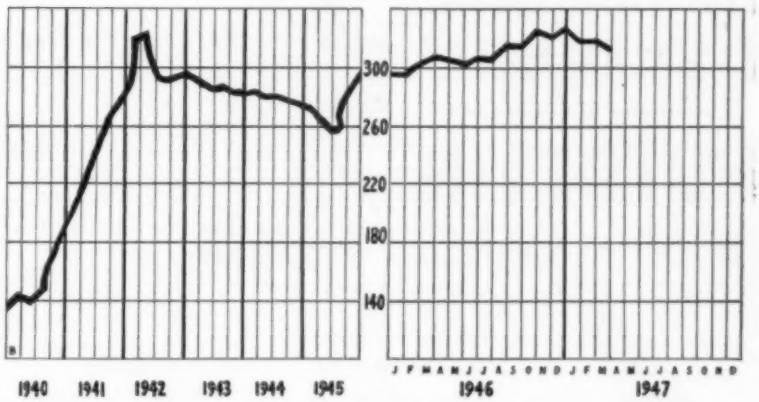
In 1943, 4,118 kilograms of patchouli oil, valued at 110,840 rupees, were exported from the Seychelles Islands, the United States taking 2,298 kilograms, valued at 58,258 rupees, and the United Kingdom, 1,548 kilograms, worth 45,700 rupees.

Ceylon's Exports of Cinnamon Oil

Ceylon's exports of cinnamon leaf oil increased to 526,895 ounces, valued at 210,756 rupees, in the first half of 1946, from 314,112 ounces, with a value of 108,006 rupees, in the like months of 1945. Total exports of this oil in 1945 were 729,592 ounces, valued at 253,423 rupees, of which the United States took 141,888 ounces, worth 49,660 rupees. No cinnamon leaf oil was shipped to the United States during the first half of 1946.

Ceylon exported a total of 7,296 ounces of cinnamon bark oil, valued at 47,542 rupees in the first 6 months of 1946, against 4,188 ounces, with a value of 21,863 rupees, in the comparable period of 1945. The United States was a market for 2,320 ounces, valued at 15,360 rupees, in the first half of 1946, compared with 1,400 ounces, worth 8,814 rupees, during the corresponding months of 1945. Of the total exports of cinnamon bark oil in 1945, amounting to 6,912 ounces, with a value of 37,185 rupees, 2,600 ounces, valued at 15,755 rupees, were shipped to the United States.

15 Botanicals—Weighted Price Index. 1926=100.



The botanicals index declined from 335.2 to 318.6. Belladonna and buchu advanced slightly—orris root and rhubarb were down sharply.

Peppermint Oil Duty Status to Be Unchanged

The hint of a possibility that the Department of State may go no further than to bind the duty on peppermint oil at its present rate in the trade agreements planned for negotiation in April has been given by Willard Thorp, assistant Secretary of State. The basis for such action, it is believed, would be the fact that our exports in the past have exceeded imports and that Russia, temporarily, at least, appears to be out of the world peppermint market.

Glycerin Strong

(Continued from page 547)

was quoted by manufacturers at 15c to 16c per pound. Resale prices ranged around 35c per pound.

This broad gap, consumers say, is forcing them to substitute propylene glycol where it can be interchangeable with glycerine forcing demands for the substitute sharply upward. A point said to be in favor of the substitute is that it presents a more stable price level, less liable to the fluctuations which have taken place in glycerine prices.

The supply situation is a second major factor that enters the problem. Both chemical commodities are scarce but trade officials state that propylene glycol appears to be in a slightly better supply position

Thioglycolic Acid Reduced

In the face of a rising market, purified thiovanic acid (vacuum distilled thioglycolic acid) was reduced to a new low of $1.95 per pound on the 100% basis. The price trend in this compound, which is relatively new commercially, is very interesting since it is diametrically opposite to the general upward trend of other chemicals.

The manufacturer announcing the price reduction states that the change was made in conformity with a policy of reducing prices as broader usage and increased production permits. This is particularly significant when it is noted that a year ago this product sold at the basic price of $3.50 per pound, and only a few years ago it was selling for $10 a pound.

In addition to the purified grade of thiovanic acid, there is now available for industrial use a technical grade which, while containing all of the valuable properties of this poly-functional acid, does not achieve the high purity of the standard product. The material, however, is available at a much lower cost, the basic selling price being established initially at $1.40 per pound. It is expected that this new low price will open many new markets.

Mercury Imports Dim Production Outlook

With reports circulating to the effect that some 70,000 flasks of mercury are

IMMEDIATE DELIVERY

POTDEVIN

6" WIDE LABEL PASTERS

Speedy — Efficient
Hand Labeling of
Bottles and Cartons

Also manufacturers of Paper Bag Machinery, Aniline and Oil Ink Printing Presses.

POTDEVIN MACHINE CO.
EST. 1893
1257 38TH ST. BROOKLYN 18, N. Y.

POTDEVIN

Fine Chemicals — BPC

PHARMACEUTICAL CHEMICALS

AMINOACETIC ACID
AMINOPHYLLINE
BENZOCAINE
CHINIOFON (YATREN)
CHLORBUTANOL
CINCHOPHEN
8-HYDROXYQUINOLIN
IODOXYQUINOLIN SULPHONIC ACID
NEO CINCHOPHEN
OXYQUINOLIN BENZOATE
OXYQUINOLIN SULPHATE
POTASSIUM OXYQUINOLIN SULPHATE
PHENOBARBITAL
PHENOBARBITAL CALCIUM
PHENOBARBITAL SODIUM
TETRA-IODO-PHENOLPHTHALEIN SODIUM
THEOPHYLLINE

INTERMEDIATES

BENZYL CYANIDE
DIETHYL MALONATE
ETHYL CYANOACETATE
PHENYL ACETIC ACID
8-HYDROXYQUINOLIN-5-SULPHONIC ACID

AROMATIC and FLAVORING CHEMICALS

DIACETYL

BENZOL PRODUCTS CO.
237 SOUTH STREET NEWARK, N. J.

R. GESELL
INCORPORATED

Manufacturing Chemists

★

Specializing In Private Formula Work

★

200 HOUSTON ST.
NEW YORK 14, N. Y.

Introducing

VEECOTE

A specially processed white powder with the following properties: a fine and uniform particle size, good coverage and hiding power, white color, excellent adherence, flat-white appearance.

Suggested Uses:

Face, body and medicated powders; cosmetic cakes and sticks; pigmented creams and lotions.

Samples available on request

R. T. VANDERBILT CO., INC.
Specialties Department
230 PARK AVENUE, NEW YORK 17, N. Y.

held in Germany, and a total of about 20,000 flasks in Japan, U. S. producers are keeping a close eye on developments. These reports, in themselves, were disturbing enough to some of the operators of high-cost properties, but the announcement by the Reconstruction Finance Corp. that it planned to import some 2,900 flasks from Japan has caused further speculation.

As it is, the few domestic mines which have been able to continue operations since prices dropped, and war demand disappeared, have had a difficult time. Last Fall U. S. miners endeavored to prevent the importation of war residues from Belgium. These efforts were not successful and the odds are against a more favorable outcome of the present circumstances.

With imports increasing from Spain, Italy, Mexico and China, the prospects for domestic production are not encouraging.

Salicylates Up

A full upward revision in prices for salicylic acid and salicylates in general has been made during the current trading period. The supply situation and the cost of production evidently combined to make for higher schedule by all makers. The new prices are: Acid salicylic, technical, 31c per pound in carlots; less than carlots, 38c; USP, 40c. Ammonia salicylate, $1.25; calcium saliculate, $1.35; soda salicylate, 57c; strontium salicylate, $1.25; and salol, $1.

Alcohol Stocks Held Sufficient

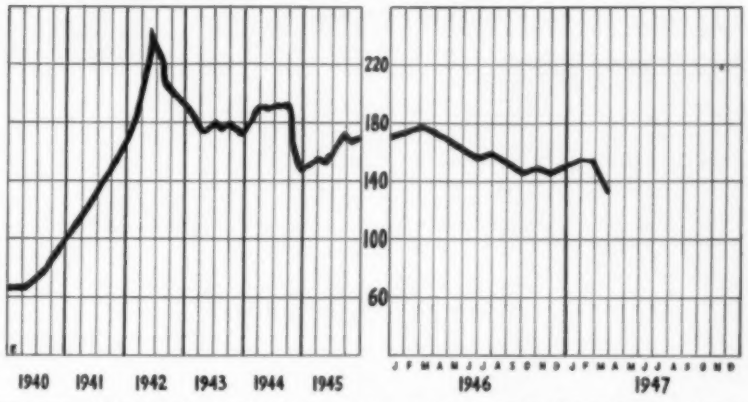
Stocks of alcohol of the Reconstruction Finance Corporation now total over 8,000,000 gallons, officials said, with the figure going up steadily with new arrivals from Cuba. The stockpile was described as a "comfortable margin" to meet all industrial demands now foreseeable.

The agency reported that shipments are now coming in under the 1947 purchase contract, which calls for delivery of upwards of 20,000,000 gallons this year. About 4,000,000 gallons have been delivered under the contract thus far. The agency also is committed to purchase 10,000,000 gallons in 1948.

Lanoline Down

Prices on lanoline have been readjusted to the basis of 27c to 29c per pound for the USP anhydrous cosmetic grade, and to 25c to 27c for the USP pharmaceutical grade. These prices were slightly lower than had prevailed in the recent past.

15 Essential Oils—Weighted Price Index. 1926=100.



The essential oils index declined from 144.1 to 136.1. Anise, Bois de Rose, citronella Ceylon, Lavender, and lime were lower. Bergamot oil advanced to $5.10.

Bismuth Salts Up

Some of the minor bismuth salts advanced during the current trading period. Bismuth chloride rose to $4.50 per pound; citrate, $3.12; hydroxide, $4; and oxychloride, $3.80. Higher prices are due on anhydrous oxide, nitrate, subiodide, and sulphocarbolate. Metal occupied a very strong position and the tendency toward further rise in price was quite likely.

CRUDE DRUGS

Botanical drugs, following the trend of other commodities, are experiencing a gradual transition from a seller's to a buyer's market. Competition should play a greater part as buyers revert to the prewar practice of price shopping. This situation exists primarily for imported crudes, as domestic supplies are still too scarce for competitive buying.

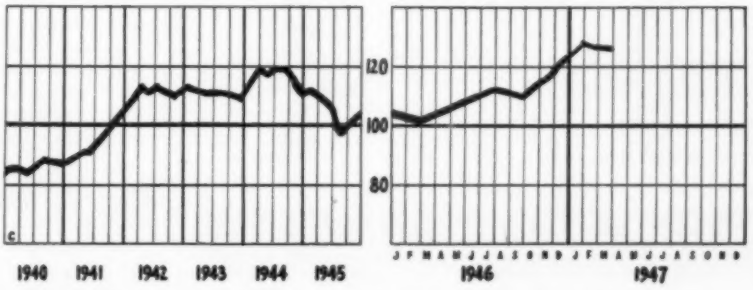
November crude drug imports rose 13 percent over the October volume. Ergot, papaw juice, psyllium, senna, and miscellaneous flowers, fruits, etc., showed important gains while cinchona bark, henbane, nux vomica, rhubarb, stramonium, accounted for the major decreases in import tonnage during November as compared with October.

PRICES DOWN

(*Continued from page 547*)

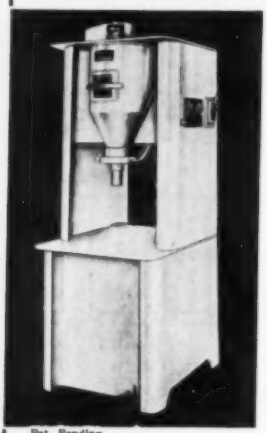
Chamomile flowers
Hungarian 2c
Citronella oil Ceylon 20c
Ginger oil 50c
Japan wax 5c
Juniper berry oil 50c
Lanolin 2c
Lavender Spike oil 20c
Lime oil dist. 75c
Linalool 50c
Mercury bisulfate 16c
Orris root Verona 11c
Patchouli oil $7
Peppermint oil Nat. 20c
Dist. 5c
Rhubarb root 35c
Rosemary oil 10c
Senega root 40c
Wormseed oil 15c
Ylang ylang oil Bourbon $1.50

25 Cosmetic Raw Materials—Unweighted Price Index. 1926=100



The cosmetic raw materials index declined from 131.9 to 131.4. Balsam Peru, Japan wax, Lanoline, were lower. Menthol and stearic acid advanced.

STEP-UP PRODUCTION WITH THE NEW *RODGERS* PACKAGE FILLER



Pat. Pending

Designed by Cragar

Now in successful operation in the drug and cosmetic industries. These exclusive Rodgers features will increase your plant's efficiency:

- Simple dial adjustments to control transfer time and package fill time.
- Cams completely eliminated.
- Positive clutch make no slippage possible, guarantees long life.
- All mechanisms above tube and auger.
- Proven high production rate in actual operation.

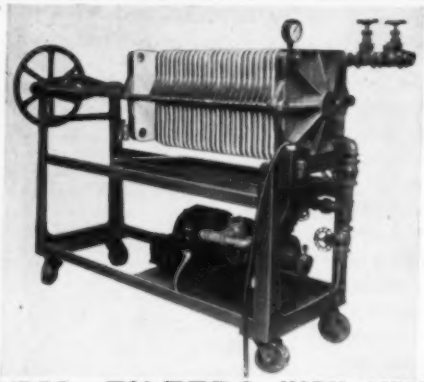
Let us arrange a practical demonstration, using your product.

The Rodgers Co. Also Manufactures:

- POWDER FILLERS
- PACKAGE FILLERS
- CARTON SEALERS
- TUBE AND JAR FILLERS
- TUBE CLOSERS
- TUBE CLIPS
- STAINLESS STEEL KETTLES
- STAINLESS STEEL TANKS
- PUMPS
- CONVEYORS
- PORTABLE ELECTRIC MIXERS
- BATCH MIXERS

SEND FOR COMPLETE DETAILS

GEORGE G. RODGERS CO., INC.
225 West 34th Street New York 1, New York
BRyant 9-2040



HORM FILTERS

HORM ASBESTOS FILTER PADS

Horm Filters for filtration, clarification polishing, are designed so that no liquid can by-pass the filter element. They are unsurpassed for drug, chemical and cosmetic preparations.

CLARIFLOW

STERILFLO

- No rubber washers used
- Adaptable to all types of filter mediums
- Rapid change of filter pads
- Construction Stainless Steel or Bronze (nickel plated)
- Suitable for coarse and fine filtration, including germproof and ultra-fine

HORM ASBESTOS FILTER PADS FOR EFFECTIVE FILTRATION

TRADE MARKS REG. U.S. PAT. OFF.

F. R. HORMANN & CO., Inc.
186 JORALEMAN ST., BROOKLYN 2, NEW YORK
Plant: 30 Sea Cliff Ave., Glen Cove, L. I.

SINCE 1922 — FOOD RESEARCH LABORATORIES, INC.
SPECIALISTS IN FOODS, DRUGS & COSMETICS

48-14 33rd STREET, LONG ISLAND CITY 1, N. Y.

Our approach to your research problems is based on the premise that scientific fact-finding should make or save money and reduce the uncertainties of operation.

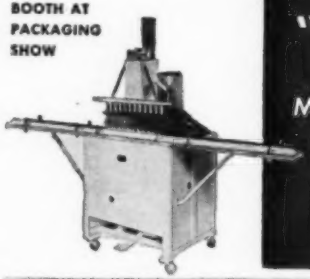
FRL, for the past quarter century, has developed new and improved products, applied biological, chemical and bacteriological controls to a wide variety of well known products, and conducted profitable research—for a clientele that reads like a "Who's Who" of the food, drug, cosmetic and allied industries. Major fields of FRL specialization include vitamins and amino acids, nutrition, toxicology, microbiology, spectrophotometry, production technology, quality control, and technicolegal aspects of labeling and advertising.

Research assignments are undertaken on an annual, monthly or specific problem basis; analyses or assays on a unit basis.

PLEASE FEEL FREE TO WRITE US ABOUT YOUR PROBLEMS

RESEARCH • ANALYSES • CONSULTATION

SEE ERTEL BOOTH AT PACKAGING SHOW



The New "ESA" MULTIPLE SPOUT VACUUM BOTTLE FILLER

EASILY ADJUSTED NO DRIP SPOUTS

ALLOWS OPERATOR USE OF BOTH HANDS

TOTALLY ENCLOSED MOTOR UNITS

Here's the answer to your bottle filling requirements. The Ertel ESA, in the low price field, will fill bottles accurately and economically. Write for full information on this quality-engineered Ertel unit.

ERTEL — ERTEL ENGINEERING CORPORATION
KINGSTON NEW YORK

New York City Sales Office: 40 West 48th Street, New York 19, N. Y.

ASBESTOS FILTER SHEETS • ASBESTOS SHEET FILTERS
BOTTLE FILLERS • PORTABLE MIXERS • PLASTIC PUMPS

Manufacturers of

Aromatic Chemicals

and

Perfume Compounds

gunning and gunning inc.

601 WEST 26th STREET, NEW YORK 1, N. Y.

GUMS

ARABIC-Sorts, Granular, Powder
KARAYA-Powder
LOCUST BEAN-Powder
TRAGACANTH-All Grades, Whole, Granular, Powder

GELLOID

(Pure Calcium Carragheen Sulfate)
Binder in Tablet Making
Moisture Retention in Dentifrices

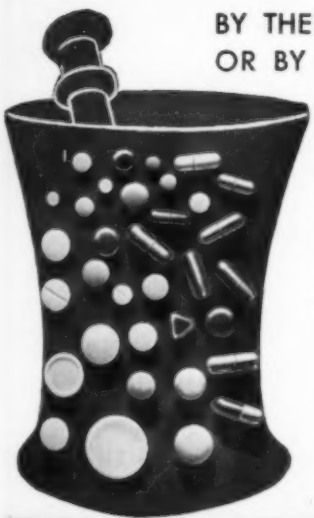
JACQUES WOLF & CO.

Manufacturing Chemists and Importers
PASSAIC, N. J.
California Branch--339 East 2nd Street
LOS ANGELES, CALIF.

PRIVATE FORMULA

Tablets and Capsules

BY THE THOUSANDS---
OR BY THE MILLIONS



Over 30 years' experience enables us to render you prompt, accurate, and dependable service in the manufacture of your tablets and hard shell capsules. Our central location expedites delivery to any point in the country. Furnished bulk or packaged.

★

Vitamin Tablets and Capsules—Tablets—Ointments—Powders

★

We Invite Your Inquiries

Standard Pharmacal Co.
OF CHICAGO
PRIVATE FORMULA MANUFACTURERS
M. F. Charley, President
847-853 W. JACKSON BLVD.
G. C. Parsons, Vice President
CHICAGO 7, ILL.

TOP-QUALITY COCOANUT OIL AND CASTILE

Shampoos

NOW AVAILABLE IN QUANTITY

- MADE WITHOUT CAUSTICS
- PERFECTLY NEUTRAL (ph 7)
- UNUSUALLY CLEAR AND THICK
- EXCEPTIONAL LATHER
- NO HAZING OR SEDIMENT

— AT COMPETITIVE PRICES —

If you are looking for a quality shampoo of exceptional merit, write for details and samples.

SAVON PRODUCTS COMPANY
Manufacturing Chemists
203 East 12th St., New York 3, N. Y.

● Beehive Brand Beeswax is 100% pure . . . uniform in texture, and white in color. Selected from the finest grades of crude beeswax, it is carefully tested for purity and uniformity before it is accepted and refined. After thorough processing and clarifying, it is sun-bleached to a high degree of whiteness.

● Uniformity of Beehive Brand Beeswax will keep your product always up to the high standard you set for it. The quality and uniformity never change. It is free from adulterants and imperfections of any kind. And back of every tablet of Beehive Brand Beeswax stands the reputation of the manufacturer.

Write Dept. D-4 today for complete information.

D1

BEEHIVE BRAND
Beeswax

WILL & BAUMER CANDLE CO., INC.
Established 1855
Buckley Road, Syracuse, New York
SPERMACETI CERESINE RED OIL YELLOW BEESWAX
COMPOSITION WAXES STEARIC ACID HYDISTEAR

WE SPECIALIZE IN SUPPLYING

HORMONES

in bulk to the ethical, pharmaceutical and cosmetic trades.

QUOTATIONS
UPON REQUEST

INTRAMED CO., Inc.
1860 BROADWAY, NEW YORK 23, N. Y.

ALKALOIDS

GLUCOSIDES---DRUG EXTRACTIVES

The Recognized Domestic Source of Supply Since 1917

ACONITINE	HYDRASTINE
AGARICIN	HYOSCINE
ARECOLINE	HYOSCYAMINE
ASPIDOSPERMINE	LOBELINE
ATROPINE	OUABAIN
BERBERINE	PICROTOXIN
CHRYSAROBIN	PILOCARPINE
COLCHICINE	SANGUINARINE
DIGITALIN	SPARTEINE
EPHEDRINE	STROPHANTHIN
ESERINE	YOHIMBINE
HOMATROPINE	

INLAND ALKALOID CO.
MANUFACTURING CHEMISTS
TIPTON INDIANA U.S.A.

Industry's Books

The Chemical Senses, by R. W. Moncrieff, B.Sc., A.R.I.C., F.T.I., 424 pp., John Wiley & Sons, Inc., New York, $4.50.

This is a unique book—thoroughly scientific and well documented—containing a wealth of previously unobtainable data on the important chemical aspects of flavor, odor, etc. Bienfang in That Subtle Sense, and Redgrove's Odors And All About Them are interesting and valuable additions to the literature on this subject, but it remained for Moncrieff in this latest work to treat the subject from its chemical aspects and in a technical way. Of particular interest to our own industry is Chapter 8, Classification of Odours: General—Rimmel's Classification—Zwaardenmaker's Classification—Henning's Olfactory Prism—Parry's Alcohol Classification—Crocker and Henderson's Arrangement—Various. Also Chapter 13: Perfumes and Essences: Essential Oils—Expression—Distillation—Enfleurage—Extraction—Adsorption—Concrete Absolute Isolate—Attar of Roses—Oil of Neroli—Oil of Lavender—Oil of Cloves—Ylang-Ylang Oil—Table of Essential Oils—Resins—Odorous Constituents of Oils and Resins—Variation in Odour of Natural Products—Animal Perfumes—Civet—Musk—Synthetic Musk—Castor—Fixatives—Scent.

The Trade-Mark Act of 1946, Analyzed, Annotated and Explained, by Harry Aubrey Toulmin, Jr., J. D., Litt. D., LL.D., Member of the Bar of the Supreme Court of the United States, 224 pp., The W. H. Anderson Co., Cincinnati, $5.

The Lanham Trade-Mark Act (H. R. 1654) passed by the Seventy-Ninth Congress and approved July 5, 1946, is to become effective "one year from its enactment." The Act places in one statute all Federal law relating to the subject and repeals all prior laws in so far as they are inconsistent with the Act. It creates new rights, implements our international commitments, and brings the trade-mark laws of the United States up to date. A section-by-section analysis of the Act appears on pages 15 to 109 of this volume. Each section is set out in comparatively large type, followed by the author's analysis and discussion in smaller type. "Chapter V entitled 'Things A Trade Mark Owner Should Do Now' will be most helpful to all owners of trade marks. This book, written by a well-known authority in the trade-mark field, is of practical and current interest to everyone concerned with trade-marks."

The New Trade-Mark Manual—A Handbook on Protection of Trade-Marks In Interstate Commerce, by Daphne Robert, 375 pp., The Bureau of National Affairs, Inc., Washington, $6.50.

A complete revision of trade-mark practices and procedures was set in motion by Congress at its last session when it passed the Lanham Trade-Mark Act. A new working manual of practical use to the nation's trade-mark owners and their legal advisors is now off the press fully explaining the requirements and opportunities of the new Federal trade-mark law. In clear, understandable terms, the author sets forth the do's and don'ts which should be recognized if the full benefits of the new trade-mark statue are to be realized. This work defines the functions of trade names and marks, describes the various types of marks employed, tells how rights may be acquired and lost, outlines domestic and international registration procedure, analyzes the effects of registration, gives the remedies for infringement and misuse, and reviews the history of trade-mark laws in the United States.

Diseases Of The Skin, by George Clinton Andrews, A.B., M.D., Associate Clinical Professor of Dermatology, the College of Physicians and Surgeons, Columbia University, Third Ed., Illus., 937 pp., W. B. Saunders Co., Phila., $10.

Since advances in dermatology have been made by leaps and bounds, it was inevitable that the Third Edition of this well-known work should appear at this time. The sulfonamide and penicillin eras have come. Streptomycin and other antibiotics are here. The electron microscope, shock-proof x-ray apparatus, and contact therapy machines have greatly aided work in this field. More than sixty new skin diseases have been added to the text of this new edition. Every page has been entirely rewritten, almost every paragraph being revised by deleting the obsolete and adding recent discoveries. All prescriptions have been rewritten in the metric system and in Latin as much as practicable. Many new photographs and microphotographs have been included. As in other editions, special prominence is given to the more common dermatoses. Every effort has been made to keep the classification simple, easy to use and practical.

Peripheral Vascular Diseases, by Edgar V. Allen, M.D., Nelson W. Barker, M.D., Edgar A. Hines, Jr., M.D., with Associates in the Mayo Clinic and Mayo Foundation, 871 pp., Illus., W. B. Saunders Co., Phila., $10.

This book is based largely on the experiences of the authors and their colleagues at the Mayo Clinic. It is, therefore, a co-operative effort, for "peripheral vascular diseases" are too extensive to permit adequate presentation by a single physician or surgeon. Together they have been able to present first hand personal experiences with a wide range of diseases. This book has two goals: to aid the physician who must care for patients with peripheral vascular diseases and to provide information for the student who is more interested in historical development, physiology, pathology and methods of investigation.

One Hundred Dermatological Formulas And General Practitioner's Treatment Guide to Diseases of the Skin, by Herman Goodman, B.S., M.D., 62 pp., Paper cover, Froben Press, New York, $2.

Herein contained is 100 prescriptions of combinations of medicaments for patients with common skin diseases. A very complex index and cross index permits the physician to select a prescription for the relief of the patient by topical application of response to insult or injury under the phases of immediate response, subsiding response, and infiltration. Sections are available for prescriptions for vegetable parasites, as ringworm of the hairy scalp, skin, nails and toe spaces; and of animal invaders as scabies and pediculi. The new DDT, sulfonamides, benzyl benzoate and penicillin are included with a separate section of bases permitting the prescriber to order his own made to measure topical application. A third division of this book covers the field of laboratory manual.

CRYSTACLEAR

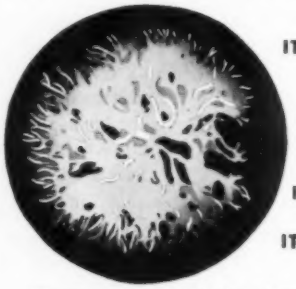
REG. U. S. PAT. OFF.

Makes crystal clear solutions THAT STAY CLEAR INDEFINITELY without filtering . . . can be dissolved in distilled water alone or if you wish 25% alcohol can be added. State odor preference.

ALBERT ALBEK, INC.
515 South Fairfax Ave Los Angeles 36, Calif.

Something New Under the Sun

. . . A UNIVERSAL COLLOID AGENT



IT THICKENS . . .
IT GELS . . .
IT EMULSIFIES . . .
IT STABILIZES . . .
IT SUSPENDS . . .

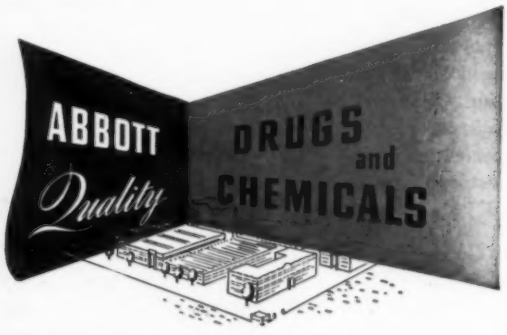
We are now producing from Carragheen two new improved types of gelose. One of them should be the answer to your emulsifying, suspending, thickening or stabilizing problems.

KRIM-KO GEL is an all-purpose colloid-assistant. Properly used, it has been proved effective in many of the most exacting food, pharmaceutical and industrial applications.

CARRAGAR is an agar-type gelatin which forms tender, fruit-like gels over a wide pH range. It does not require acidulation to produce desired results.

Send for free liberal working samples for experimental use.

KRIM-KO Corporation
SEAPLANT PRODUCTS DIVISION
NEW BEDFORD, MASS.



ANESTHETICS
Procaine Hydrochloride . . . Procaine Base . . . Benzocaine . . .
Procaine Borate . . . Butyl p-aminobenzoate

ANTISEPTICS
Acriflavine Hydrochloride . . . Acriflavine Neutral . . .
Proflavine Sulfate

HYPNOTICS
Phenobarbital . . . Phenobarbital Sodium

ALKALOIDS AND DRUG EXTRACTIVES
Ephedrine . . . Lobeline Sulfate . . . Podophyllin

For Quotations Address:
CHEMICAL SALES DEPARTMENT

ABBOTT LABORATORIES
NORTH CHICAGO • ILLINOIS

ATTENTION—PERFUMERS

Adjust Your Formulæ By Using Our

SUBSTITUTES of PROVEN MERIT

Hydroxy Citronellal
Geraniol
Citronellal
Rhodinol

AVAILABLE

Other Replacements for Aromatic Chemicals, Essential, and Flower Oils

SOAP and COSMETIC PERFUMES
INDUSTRIAL ODOR MASKS

SAMPLES ON REQUEST

SEELEY & CO., INC.

136 LIBERTY STREET NEW YORK 6, N.Y.

Factories & Warehouses
FARMINGDALE, L. I., N. Y. NYACK, N. Y.
LOS ANGELES, CALIF.

READERS' QUESTIONS

SODIUM BICARBONATE DEODORANT: A recent issue of your publication noted the use of sodium bicarbonate and a modified sodium bicarbonate as perspiration deodorants. Are these uses patented to your knowledge or is the preparation and use of these materials restricted in any way? Ferndale

I have checked the original report which was abstracted in the October 1946 issue of *Drug & Cosmetic Industry*. I have found nothing to indicate that this product is under any type of control. It seems to me that it would be quite difficult to obtain a patent on such uses of sodium bicarbonate.

BENZOCAINE IN BURN OINTMENT: We are contemplating putting up a burn salve in which we wish to incorporate a small quantity of benzocaine as a pain reliever. However, since in burns the protective property of the skin is destroyed, we wonder if benzocaine might be absorbed into the system and cause unforseen harm. What is your opinion? Also, can you please advise us if the entire formula, that is the list of ingredients incorporated in the salve must be listed on the label or only certain ingredients. Finally, is it required to include any special precautionary warnings in the directions in connection with its use? Redwood City.

According to the United States Dispensatory, 23rd edition, benzocaine (ethyl aminobenzoate) is outstanding among local anesthetics for its lack of toxicity. However, I would suggest that before you make your final product that you read the report "Benzocaine Ointment in Burns" by R. Beutner (*American Journal of the Medical Sciences*, Vol. 206, pg. 127, 1943).

With regard to your question concerning labeling, all the active ingredients of your preparation must be listed on the label. I can tell you nothing regarding special precautionary warnings in the directions inasmuch as I do not know the composition of your product.

OILY SKIN CREAM: I would appreciate it very much if you would furnish me with an oily skin cream. I have tried making a few creams but they are very greasy. Boston.

I think experimentation with something along the following lines will probably serve your purpose:

Beeswax	**65**
Ceresine	**90**
Ozokerite	**10**
Lanolin	**150**
Vegetable oil (almond, peanut, olive, etc.)	**400**
Water	**276**
Borax	**9**

DEPILATORY SHAVING POWDER: I would appreciate your giving us a formula for a shaving powder. This is a depilatory for removing whiskers from a man's face. One of these we had in mind contains barium sulfide. Birmingham.

Essentially, such a product does not differ greatly from the standard type barium sulfide depilatory, a typical formula for which is as to follows:

Titanium dioxide	**23.0**
Barium sulfide	**35.0**
Wheat starch	**40.0**
Menthol	**0.2**
Perfume	**1.8**

Dissolve the menthol in the perfume oil; rub it up with a little of the starch. Sift the titanium dioxide and barium sulfide into the mixer. Mix and sift in the remainder of the starch, then sift in the menthol-perfume mixture. Mix the entire batch for about half an hour and then fill containers.

However, I should warn you that since the composition of the hair is chemically related to that of the epidermis, it is obvious that any substance which will dissolve hair will exert a similar action upon the skin and cause irritation unless properly used. For this reason, depilatories must be used with caution and completely removed as soon as possible after use. The user should be warned not to repeat the application for several days.

ANTI-GLARE CREAM: Will you kindly furnish me with information you may have available concerning the manufacture of anti-glare preparations. I am particularly interested in the formulation of a cream or ointment type preparation that can be applied to the skin area beneath the eye and thus reduce or eliminate sun reflection. Can you suggest anything other than carbon black or bone black that might serve this purpose satisfactorily? Gardner.

Actually, all that is needed is an eye shadow formula such as the following, which will provide a base for incorporating the requisite coloring agents:

White petrolatum, short fibre, soft	**70.75**
Cetyl alcohol	**3.00**
Lanolin	**10.50**
White beeswax	**5.25**
Spermaceti	**10.50**

The Toilet Goods Association's Board of Standards has pointed out that no coal tar color of any kind should be used in the preparation of products for use in the area of the eye. Even colors which have been certified for cosmetics are not considered as certified for this type of preparation. Carbon and bone black as well as oil black may be used provided they are pure. Vegetable colors of known purity may be employed. Mineral and earth colors may also be used.

PLASTIC PIPE AND TUBING
"By Commercial"

for thousands of industrial applications where a tough, strong and durable piping system is desired. Saran pipe is light in weight, attractive in appearance, and resistant to most acids and chemicals. Consult our Engineering Department on your application, or write for our new Catalog D-47 just off the press.

COMMERCIAL PLASTICS CO.

201 No. WELLS ST. CHICAGO 6, ILL.

NEW F. O.
MOTHICIDE
AVAILABLE
POLYCHOLOR C 1940

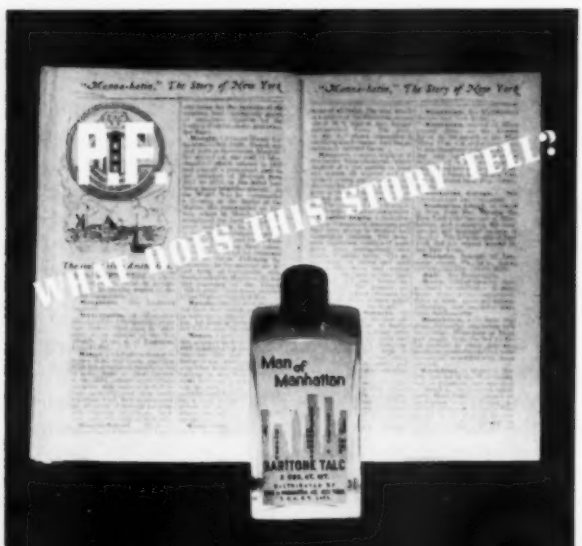
SAVE SCARCE PARA OR NAPHTHALENE AND DOUBLE YOUR MOTHICIDE SALES!

A synergist (an Activator) for either Paradichlorobenzene or Naphthalene. Carefully controlled entomological tests prove formulations using 50% POLYCHLOR 1940 and 50% Para render a mothicide equal to pure Para; 20% Naphthalene added to POLYCHLOR 1940 (without Para) produces a superior mothicide.

LARGE QUANTITIES AVAILABLE
100 LBS. TO CARLOAD LOTS
FOR IMMEDIATE DELIVERY

Technical Data on Request

FINE ORGANICS, Inc.
211 E. 19th St. New York 3, N. Y.
Manufacturing Chemists GRamercy 5-1030
Cable Molchem



Your package design should tell the story of your product in strong visual terms that generate the utmost sales power. When PALM FECHTELER DECALS tell the story of a product, it becomes a BEST SELLER.

Plan on PALM FECHTELER DECALS for your package design.

Palm, Fechteler & Co.
220 WEST 42nd STREET, NEW YORK 18, N. Y.

QUALITY RAW MATERIALS

Our complete stocks guarantee that you can obtain the exact grade and quality for your requirements without delay.

BEESWAX, sunbleached and yellow
Refined U.S.P.

TRAGACANTH GUM, all grades

KARAYA GUM, all grades

STEARIC ACID, fancy triple pressed

QUINCE SEED, Persian, recleaned

also

SPERMACETI WAX CERESIN WAX
CAMPHOR

and all other cosmetic raw materials. Samples on request.

Write for latest stock list

WALTER H. JELLY & CO.
INCORPORATED
412 N. Western Avenue Chicago, Illinois

Your Trade-Mark Record

(*Continued from page 529*)

Ser. June 25, 1945 D. U. May 11, 1937
Reg. 419,167 Feb. 5, 1946

PEACE GARDEN TOILETRIES with des.—VI—ABCHI—484,823
Fred B. Bergholt (Bergholt Labs.), Minneapolis, Minn.
Ser. June 21, 1945 D. U. July 12, 1937
Reg. 421,316 May 28, 1946

PEACH PETAL—VI—C—475,314
Associated Distributors, Inc., Chicago, Ill.
Ser. Oct. 14, 1944 D. U. Nov. 18, 1940

PEAU D'OR—IV—CEH—486,500
"Peau D'Or" Sales Corp., Miami, Fla.
Ser. July 30, 1945 D. U. Dec. 1928

PENETREME—IV—H—488,669
Raymond Laboratories, Inc., St. Paul, Minn.
Ser. Sept. 18, 1945 D. U. Nov. 1, 1944

PENGUIN with des.—VI—H—459,496
Arthur Leo O'Neil (Penguin Hair Tonic Co.), Eastondale, Mass.
Ser. Mar. 29, 1943 D. U. Mar. 10, 1943
Reg. 418,497 Jan. 1, 1946

PERF—VI—D—498,079
Purity Drug Co., Inc., Passaic, N. J.
Ser. Mar. 12, 1946 D. U. Jan. 2, 1946

PERMOLA—VI—H—494,604
Hair Research Laboratories Products Co., New York, N. Y.
Ser. Jan. 11, 1946 D. U. July 26, 1945

PERSERVERANCE—VI—BC—489,265
Houbigant, Inc., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Sept. 14, 1945
Reg. 421,988 June 25, 1946

PERSIAN MOON—VI—B—490,094
Youssif H. Zaki, Akron, Ohio
Ser. Oct. 17, 1945 D. U. Oct. 18, 1944

PERSONAL—VI—M—495,115
Vital Foods Corp., Evanston, Ill.
Ser. Jan. 19, 1946 D. U. Dec. 4, 1945

PERSONALITY, with des.—VI—BC—474,353
Personality Beauty Products Ltd., Leicestershire, England
Ser. Sept. 18, 1944 D. U. 1936
Reg. 422,542 July 30, 1946

PERSONALIZED—VI—H—484,448
Clairol, Inc., Stamford, Conn.
Ser. June 12, 1945 D. U. Jan. 10, 1938

PERU—VI—C—483,017
Consolidated Cosmetics, Chicago, Ill.
Ser. May 5, 1945 D. U. Nov. 18, 1940
Reg. 419,876

PETAL GARLAND—VI—CE—485,057
Primrose House, Inc., New York, N. Y.
Ser. June 26, 1945 D. U. June 5, 1945
Reg. 419,499 Feb. 19, 1946

PETROL QUINA—VI—H—485,919
Northam Warren Corp., Stamford, Conn.
Ser. July 17, 1945 D. U. June 26, 1945
Reg. 424,079 Sept. 17, 1946

PET-SCENT with des.—VI—M—485,838
Sanex Products Co., Chicago, Ill.
Ser. July 14, 1945 D. U. Feb. 19, 1945
Reg. 421,899 June 18, 1946

PHENOMENAL—VI—B—484,746
Maurice Levy, New York, N. Y.
Ser. June 19, 1945 D. U. June 7, 1945
Reg. 418,776 Jan. 8, 1946

PICCADILLY—IV—A—487,243
Columbia Products Corp., Brooklyn, N. Y.
Ser. Aug. 18, 1945 D. U. Aug. 7, 1945
Reg. 420,268 Apr. 2, 1946

PIECES OF EIGHT—VI—C—482,344
Parfait Inc., Chicago, Ill.
Ser. Apr. 19, 1945 D. U. Jan. 10, 1944
Reg. 419,481 Feb. 19, 1946

PIED-PIPER—IV—T—488,577
The De Pree Company, Holland, Mich.
Ser. Sept. 17, 1945 D. U. Mar. 1, 1945

PILOT—IV—A—496,301
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Feb. 9, 1946 D. U. Jan. 25, 1946

PINEX—VI—CD—491,028
The Pinex Co., Fort Wayne, Ind.
Ser. Nov. 3, 1945 D. U. Aug. 17, 1897

PINKFOAM—IV—A—487,460
Hattie Carnegie, Inc., New York, N. Y.
Ser. Aug. 23, 1945 D. U. Jan. 1, 1943
Reg. 418,654 Jan. 8, 1946

PINK LILAC—VI—B—490,457
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Oct. 24, 1945 D. U. Apr. 1941

PIN MONEY—VI—E—484,270
Northam Warren Corp., Stamford, Conn.
Ser. June 7, 1945 D. U. May 31, 1945
Reg. 420,495 Apr. 16, 1946

"PLASTIC-MIST"—VI—H—489,756
Parfum L'Orle, Inc., New York, N. Y.
Ser. Oct. 10, 1945 D. U. 1942
Reg. 422,573 July 30, 1946

"PLATINE"—IV—A—495,058
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

PLAZEX—IV—M—483,710
Zeidman and Lieberstein, Brooklyn, N. Y.
Ser. May 23, 1945 D. U. Apr. 16, 1945

POLONAISE—VI—B—491,115
Parfums Georges, Inc., New York, N. Y.
Ser. Nov. 5, 1945 D. U. Oct. 15, 1945
Reg. 422,015 June 25, 1946

PO-MO—VI—H—496,923
The Rabin Company, Los Angeles, Calif.
Ser. Feb. 19, 1946 D. U. Jan. 14, 1946

POSH—VI—ABC—491,718
Franz Koenigsberger (Kinghill Labs.), New York, N. Y.
Ser. Nov. 16, 1945 D. U. Oct. 24, 1945

POUDRE AUX BALLONS—VI—C—473,377
Guerlain Perfumery Corp., Wilmington, Del.
Ser. Aug. 17, 1944 D. U. 1920
Reg. 422,541 July 30, 1946

POURQUOI—VI—B—492,840
Albert Kessler (Parfumerie Casella), Brooklyn, N. Y.
Ser. Dec. 7, 1945 D. U. Nov. 14, 1945
Reg. 422,374 July 16, 1946

PREFIX—VI—CE—480,275
Associated Prods. Inc., Chicago, Ill.
Ser. Feb. 27, 1945 D. U. Feb. 21, 1945
Reg. 419,725 Mar. 5, 1946

PRESAGE—IV—A—495,300
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946

PRES DE VOUS—VI—B—484,167
Etablisements Rigaud, Inc., New York, N. Y.
Ser. June 5, 1945 D. U. May 28, 1945

PRE-SERVISAL—VI—M—494,859
Ortho Pharmaceutical Corp., Linden, N. J.
Ser. Jan. 16, 1946 D. U. Apr. 3, 1945

"THE PRIDE OF THE YANKEES"—VI—I—477,746
Emmy Mayer (Emmy Bouquet Laboratory), San Francisco, Calif.
Ser. Dec. 19, 1944 D. U. Nov. 15, 1943

PRIMITIVE—VI—CB—493,599
Richard Hudnut, New York, N. Y.
Ser. Dec. 20, 1945 D. U. Oct. 16, 1945
Reg. 422,595 July 30, 1946

PRIM SUDS—IV—A—474,424
Primrose House, Inc., New York, N. Y.
Ser. Sept. 20, 1944 D. U. July 17, 1944

PRINCESS LILI with des.—VI—ABC—495,399
Nardau, Limited, New York, N. Y.
Ser. Jan. 25, 1946 D. U. Jan. 1945

"PRIORITE"—IV—A—495,059
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

PRISMA—IV—M—490,862
Elizabeth Weston Parker, Washington, D. C.
Ser. Nov. 2, 1945 D. U. Sept. 21, 1945

PRIZMA—IV—A—494,280
The Procter & Gamble Company, Cincinnati, Ohio
Ser. Jan. 4, 1946 D. U. Dec. 8, 1945

PROCTO—IV—A—491,772
The Procter & Gamble Company, Cincinnati, Ohio
Ser. Nov. 17, 1945 D. U. Oct. 31, 1945

PRONTO MAKES DIRT GO—IV—A—487,682
William F. Lancaster (Domestic Chem. Co.), Farmington, Mich.
Ser. Aug. 28, 1945 D. U. Jan. 31, 1944
Reg. 422,278 July 9, 1946

PROTOMONE—VI—C—489,121
The Hormone Institute, St. Paul, Minn.
Ser. Sept. 28, 1945 D. U. Mar. 16, 1945

PUNCTUATION—VI—B—496,042
Punctuation Perfumes, Inc., Bridgeport, Conn.
Ser. Feb. 5, 1946 D. U. Jan. 28, 1946

PURUA—IV—A—494,431
El Paraiso de Purua, Fuentes Termales, S. A., Mexico City, Mexico
Ser. Jan. 8, 1946 D. U. Jan. 4, 1945

PURUA—VI—BCH—494,432
El Paraiso de Purua, Fuentes Termales, S. A., Mexico City, Mexico
Ser. Jan. 8, 1946 D. U. Jan. 4, 1945
PYNOL with des.—IV—A—494,233
The Pynol Company, Quincy, Ill.
Ser. Jan. 3, 1946 D. U. Nov. 2, 1936
PYRO-AID—VI—K—488,629
Elizabeth Villarreal, Chicago, Ill.
Ser. Sept. 17, 1945 D. U. July 15, 1945

Q.A.D.—VI—D—497,614
The Mathieson Alkali Works, New York, N. Y.
Ser. Mar. 4, 1946 D. U. Jan. 18, 1946
Q.A.S.—VI—D—497,615
The Mathieson Alkali Works, New York, N. Y.
Ser. Mar. 4, 1946 D. U. Jan. 18, 1946
QUENCH—VI—489,304
King A. Woodburn (Woodburn Remedies), Jacksonville, Fla.
Ser. Oct. 2, 1945 D. U. Sept. 25, 1945
Reg. 421,543 June 4, 1946
QUESTION AND ANSWER—VI—B—488,647
Sidney Emanuel Herman (Sidney E. Herman Co.), Los Angeles, Calif.
Ser. Sept. 18, 1945 D. U. Aug. 20, 1945

RADI—VI—M—494,718
William Squire Stevens (W. Stevens & Co.), London, England
Ser. Jan. 12, 1946 D. U. Jan. 31, 1944
RAFFOA—VI—I—495,476
Huntley, Ltd., Brooklyn, New York
Ser. Jan. 26, 1946 D. U. Sept. 6, 1945
RAIN-BO with des.—VI—A—487,983
Virginia Maid Products, Inc., Lynchburg, Va.
Ser. Sept. 15, 1945 D. U. Aug. 1, 1945
RAMPANT—VI—BC—496,644
Lentheric, Inc., New York, N. Y.
Ser. Feb. 15, 1946 D. U. Jan. 23, 1946
RAPHAEL—VI—B—491,758
Irresistible, Inc., New York, N. Y.
Ser. Nov. 17, 1945 D. U. Oct. 5, 1945
Reg. 422,026 June 25, 1946
RASUROL—IV—I—491,320
Alfred A. Flaster, New York, N. Y.
Ser. Nov. 9, 1945 D. U. Aug. 1, 1944
RAUCOUR—VI—C—490,402
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Oct. 23, 1945 D. U. July 5, 1945
Reg. 421,378 May 28, 1946
RAUCOUR—VI—B—485,843
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. July 14, 1945 D. U. July 5, 1945
Reg. 420,844 May 7, 1946
RAYMONDE—VI—H—480,349
Raymond Laboratories, Inc., St. Paul, Minn.
Ser. Feb. 28, 1945 D. U. Jan. 24, 1945
RECORD, with des.—IV—AI—491,247
Durite Corp., Detroit, Mich.
Ser. Nov. 8, 1945 D. U. Oct. 15, 1945
RED DOOR—VI—CE—487,236
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. Aug. 18, 1945 D. U. July 1, 1944
Reg. 420,267 Apr. 2, 1946
RED LEATHER—VI—C—486,058
Philip Moss & Co., Ltd., St. Louis, Mo.
Ser. July 20, 1945 D. U. May 1, 1945
Reg. 421,477 June 4, 1946
RED LETTER—VI—BCE—478,429
Lehn & Fink Prods. Corp., Bloomfield, N. J.
Ser. Jan. 9, 1945 D. U. Dec. 18, 1942
Reg. 418,686 Jan. 8, 1946
RED LOVELY AND DANGEROUS—VI—B—490,722
Wetherholt's Perfume Co., Chicago, Ill.
Ser. Oct. 29, 1945 D. U. Apr. 26, 1945
RED TEA—VI—CHE—492,759
Associated Products, Inc., Chicago, Ill.
Ser. Dec. 6, 1945 D. U. Oct. 29, 1945
REEL MAN—VI—I—494,847
Irresistible, Inc., New York, N. Y.
Ser. Jan. 16, 1946 D. U. Jan. 7, 1946
REINCARNATION—VI—B—491,243
Deremetics, Inc., New York, N. Y.
Ser. Nov. 8, 1945 D. U. Oct. 3, 1945
Reg. 421,599 June 4, 1946
REMEMBER—VI—B—481,264
Bonwit Teller, Inc., New York, N. Y.
Ser. Mar. 24, 1945 D. U. Nov. 28, 1944
RENLEIGH—IV—I—477,753
Weldon Inc., West Haven, Conn.
Ser. Dec. 19, 1944 D. U. Feb. 3, 1937
RENOVATION—VI—BCH—489,266
Houbigant, Inc., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Sept. 14, 1945
Reg. 421,358 May 28, 1946
RESPONSE—VI—BC—484,366
Charles A. Rolley (Rolley Perfumes), San Francisco, Calif.
Ser. June 9, 1945 D. U. Nov. 27, 1942
REUTER, with des.—VI—BC—484,305
Lanman & Kemp-Barclay & Co., Inc., New York, N. Y.
Ser. June 8, 1945 D. U. Aug. 11, 1920
Reg. 419,492 Feb. 19, 1946
RIAH—VI—H—491,886
Riah Mfg. Company, Kalamazoo, Mich.
Ser. Nov. 19, 1945 D. U. Aug. 3, 1945
RIDDLE RED—VI—CE—494,778
Avon Products, Inc., New York, N. Y.
Ser. Jan. 15, 1946 D. U. Oct. 25, 1945
RID-O-SECT—VI—T—497,770
M. J. Bennett & Co., New York, N. Y.
Ser. Mar. 7, 1946 D. U. Feb. 20, 1946
RIN-TINT—VI—H—484,655
Alladin Labs. Inc., Minneapolis, Minn.
Ser. June 18, 1945 D. U. May 24, 1945
R I O—VI—H—487,759
Balsam Permanent Wave Co., New York, N. Y.
Ser. Aug. 30, 1945 D. U. Sept. 30, 1941
RITA RAMCHI—VI—BCH—489,282
R-C Products Co., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Aug. 4, 1945
RITUAL—VI—BC—495,789
Charles of the Ritz, Inc., New York, N. Y.
Ser. Feb. 1, 1946 D. U. Jan. 3, 1946
ROBERT PIQUET—VI—B—483,500
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. May 17, 1945 D. U. Mar. 13, 1945
Reg. 420,586 Apr. 23, 1946
ROBYMONA—VI—B—488,084
Henriette Hotermans Fieullien, Brussels, Belgium
Ser. Sept. 7, 1945 D. U. Jan. 1945
RODEO—VI—I—493,159
Admiral Cosmetics, Inc., New York, N. Y.
Ser. Dec. 13, 1945 D. U. Nov. 1, 1945
Reg. 422,377 July 16, 1946
ROSE RONAI—VI—ABCDEH—495,408
Arthur Ronai (Rose Ronai), New York, N. Y.
Ser. Jan. 25, 1946 D. U. Jan. 16, 1946
ROUND THE TOWNER—VI—DHI—491,658
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945
ROYAL ERMINE—IV—A—489,418
Helena Rubinstein, Inc., New York, N. Y.
Ser. Oct. 4, 1945 D. U. Aug. 10, 1945
ROYAL INDIAN—VI—CHI—497,359
Mohammed Ali (Royal Indian Cosmetic Co.), Brooklyn, N. Y.
Ser. Feb. 28, 1946 D. U. Nov. 1, 1944
RUBY FRAGRANCE—VI—B—483,537
Lehn & Fink Products Corp., Bloomfield, N. J.
Ser. May 18, 1945 D. U. Jan. 10, 1945
Reg. 422,306 July 16, 1946
RUGGED—VI—I—494,779
Avon Products, Inc., New York, N. Y.
Ser. Jan. 15, 1946 D. U. Oct. 25, 1945

SABOTAGE—IV—A—495,303
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946
SADDLE UP—VI—B—485,035
Arthur Siegman, Inc., New York, N. Y.
Ser. June 25, 1945 D. U. Feb. 1, 1945
Reg. 419,171 Feb. 5, 1946
SAGEBRUSH "346" with des.—VI—A—479,917
Brooks Brothers, New York, N. Y.
Ser. Feb. 17, 1945 D. U. Feb. 13, 1945
SANK & SPRAY—VI—B—490,456
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Oct. 24, 1945 D. U. April 1941
Reg. 422,004 June 25, 1946
SANITATOR—VI—M—495,988
Puritan Chem. Co., Atlanta, Ga.
Ser. Feb. 4, 1946 D. U. May 5, 1945
SARABAND—VI—B—486,901
Leurelle Inc., New York, N. Y.
Ser. Aug. 8, 1945 D. U. Mar. 2, 1945
Reg. 419,521 Feb. 19, 1946

SARA COOLEY—VI—CH—486,140
Sara Cooley Cosmetics, Los Angeles, Calif.
Ser. July 23, 1945 D. U. June 1929
Reg. 421,370 May 28, 1946

SARDEAU—VI—ABCE—482,063
Jack May (Sardeau), New York, N. Y.
Ser. Apr. 12, 1945 D. U. Jan. 5, 1939

SARI—VI—CS—486,661
Sara P. Buckwalter (Sari Cosmetics), Grosse Pointe, Mich.
Ser. Aug. 3, 1945 D. U. Oct. 15, 1933
Reg. 422,315 July 16, 1946

SASOCO—VI—M—489,533
Sanitary Soap Co., Paterson, N. J.
Ser. Oct. 9, 1945 D. U. Jan. 1943

SCALPTOPIC—VI—H—482,879
Keyston Laboratories, Inc., Memphis, Tenn.
Ser. May 2, 1945 D. U. Mar. 1, 1945

SCARAMOUCHE—VI—B—490,492
Janian Corp., New York, N. Y.
Ser. Oct. 25, 1945 D. U. Oct. 20, 1945
Reg. 422,005 June 25, 1946

SCARLET—VI—K—496,866
Scarlet Tooth Paste Co., New York, N. Y.
Ser. Feb. 18, 1946 D. U. Dec. 5, 1944
Reg. 422,291 July 9, 1946

SCENTINEL—VI—M—479,986
Phillips Petroleum Company, Bartlesville, Okla.
Ser. Feb. 19, 1945 D. U. Jan. 20, 1945

SCORE—VI—B—495,417
Carven, S.A.R.L., Paris, France
Ser. Jan. 25, 1946 D. U. Dec. 12, 1945

SEAFOAM—IV—A—489,466
Harold B. Ketchum, Charlotte, N. C.
Ser. Oct. 5, 1945 D. U. Aug. 10, 1945

SECRET DE BONNE FEMME—VI—C—420,476
Guerlain Perfumery Corp., New York, N. Y.
Reg. Apr. 16, 1946 D. U. 1906

SECRETS OF THE NILE—VI—C—495,480
E. R. Labertson (Secrets of the Nile Cream Co.), Los Angeles, Calif.
Ser. Jan. 26, 1945 D. U. July 16, 1939

SEJOUR—VI—BCH—485,761
Coty, Inc., New York, N. Y.
Ser. July 13, 1945 D. U. June 29, 1945
Reg. 419,197 Feb. 5, 1946

SENTRY—VI—H—480,735
Bristol-Myers Company, New York, N. Y.
Ser. Mar. 10, 1945 D. U. Nov. 1, 1944

SERAPHIQUE—VI—BC—497,327
Parfums Schiaparelli, Inc., New York, N. Y.
Ser. Feb. 27, 1946 D. U. Nov. 21, 1945

SERAPHIQUE de SCHIAPARELLI—VI—ABC—492,275
Parfums Schiaparelli, Inc., New York, N. Y.
Ser. Nov. 27, 1945 D. U. Nov. 21, 1945

SHAMPOOLIN—VI—A—496,924
Fred Riehle, New York, N. Y.
Ser. Feb. 19, 1946 D. U. Feb. 1, 1946

SHAMPOOZ—VI—AH—493,675
Carl A. Futter, Chicago, Ill.
Ser. Dec. 21, 1945 D. U. Mar. 17, 1945
Reg. 421,927 June 18, 1946

SHANTU—VI—BC—489,379
Associated Products, Inc., Chicago, Ill.
Ser. Oct. 4, 1945 D. U. Aug. 15, 1945

SHARP—VI—BC—498,167
Park & Tilford, New York, N. Y.
Ser. Mar. 13, 1946 D. U. Feb. 2, 1946

SHEERHOSE—VI—C—491,725
Ormont Drug & Chemical Co., Inc., New York, N. Y.
Ser. Nov. 16, 1945 D. U. June 3, 1943

SHEHERAZADE—VI—B—477,077
Parfums Massenet, Inc., New York, N. Y.
Ser. Nov. 30, 1944 D. U. Nov. 9, 1944

SHIMMERING LIGHT—VI—B—467,117
Victor Vivaudoc, Tenafly, N. J.
Ser. Feb. 2, 1944 D. U. Oct. 1, 1943
Reg. 420,197 Apr. 2, 1946

SHOO—IV—A—494,119
Procter & Gamble Co., Cincinnati, Ohio
Ser. Dec. 29, 1945 D. U. Dec. 1, 1945

SHOW ME—VI—C—495,249
Prince Matchabelli, Inc., New York, N. Y.
Ser. Jan. 23, 1946 D. U. Dec. 13, 1945

SHUYEN—VI—ABCE—489,380
Associated Products, Inc., Chicago, Ill.
Ser. Oct. 4, 1945 D. U. Aug. 15, 1945
Reg. 422,328 July 16, 1946

SILLAGE—VI—BC—495,307
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946

SILVERCRAFT—VI—B—494,519
Parfum L'Orle, Inc., New York, N. Y.
Ser. Jan. 9, 1946 D. U. Jan. 4, 1946

SIMPATICO—VI—BC—491,987
Lentheric, Inc., New York, N. Y.
Ser. Nov. 21, 1945 D. U. Nov. 5, 1945
Reg. 422,030 June 25, 1946

SINBAD—VI—BI—495,664
John Peter Wilde (Parfums D'Artimon), New York, N. Y.
Ser. Jan. 29, 1946 D. U. Nov. 18, 1943

"SKIN GLORY"—VI—M—474,512
John E. Respondek (Respondek Drug Co.), Detroit, Mich.
Ser. Sept. 22, 1944 D. U. June 17, 1937

SKINTHETIC—VI—C—486,902
Leurelle Inc., New York, N. Y.
Ser. Aug. 8, 1945 D. U. June 20, 1942
Reg. 422,316 July 16, 1946

SKURRY—IV—A—494,120
The Procter & Gamble Co., Cincinnati, Ohio
Ser. Dec. 29, 1945 D. U. Dec. 1, 1945

SKYLINE—VI—F—494,571
Parfums Charbert, Inc., New York, N. Y.
Ser. Jan. 10, 1946 D. U. 1933

SKYWAY—VI—M—497,742
Reginald Robbins (Stratosphere Products Co.), Los Angeles, Calif.
Ser. Mar. 6, 1946 D. U. Oct. 18, 1945

SMACK—IV—A—491,937
John T. Stanley Co., Inc., New York, N. Y.
Ser. Nov. 20, 1945 D. U. Nov. 2, 1945

SMASH—VI—B—495,418
Carven, S.A.R.L., Paris, France
Ser. Jan. 25, 1946 D. U. Dec. 12, 1945

SMOOTHEST KNOWN—VI—BCE—496,459
Ernest T. Nutter, New York, N. Y.
Ser. Feb. 12, 1946 D. U. Dec. 12, 1945

"SNOOTIES"—VI—M—492,111
The Tayton Company, Chicago, Ill.
Ser. Nov. 23, 1945 D. U. Oct. 22, 1945

SNOW BABY—VI—M—487,831
Zadek Feldstein Co., Inc., New York, N. Y.
Ser. Aug. 31, 1945 D. U. March 1942

SNOW WHITE—VI—CH—486,863
Morton Mfg. Corp. (Snow White Products Co.), Lynchburg, Va.
Ser. Aug. 7, 1945 D. U. 1923
Reg. 420,852 May 7, 1946

SNUFF—IV—A—491,726
Parfums Schiaparelli, Inc., New York, N. Y.
Ser. Nov. 16, 1945 D. U. Aug. 6, 1945
Reg. 422,359 July 16, 1946

SOCIALITE—VI—BCDEI—489,697
Socialite Cosmetics, Inc., New York, N. Y.
Ser. Oct. 9, 1945 D. U. Sept. 26, 1945

SOFTEE—IV—M—496,436
Du-Rite Products Company, Inc., Brentwood, Md.
Ser. Feb. 12, 1946 D. U. Jan. 15, 1946

SOLAR with des.—VI—H—487,295
Lillian Pettress (Solar Hair & Scalp Co.), New York, N. Y.
Ser. Aug. 18, 1945 D. U. June 16, 1945

SOMETIME—VI—BC—499,789
Lentheric, Inc., New York, N. Y.
Ser. Apr. 6, 1946 D. U. Mar. 20, 1946

SONNAFOAM—VI—A—485,890
L. Sonneborn Sons Inc., New York, N. Y.
Ser. July 16, 1945 D. U. Mar. 10, 1940
Reg. 419,781 Mar. 5, 1946

SORRENTO—VI—B—486,871
Quality Products Co., Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. May 9, 1945
Reg. 422,276 July 9, 1946

SOURCE BLEUE—VI—B—488,120
Parfumerie Fragonard G. Fuchs & Cie, Paris, France
Ser. Sept. 7, 1945 D. U. 1935

SOUSLA CHARMILLE—VI—BC—489,267
Houbigant, Inc., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Sept. 14, 1945
Reg. 421,989 June 25, 1946

SPARKLE SHEEN with des.—VI—H—492,379
Charles V. Horvath (Charles V. Horvat Co. & The Sparkle Sheen Co.), South Bend, Ind.
Ser. Nov. 29, 1945 D. U. July 1934

SPECIAL RESERVE—IV—B—491,759
Irresistible, Inc., New York, N. Y.
Ser. Nov. 17, 1945 D. U. Oct. 5, 1945

SPICY BOUQUET—VI—B—491,101
Martha Lee Inc., Waco, Tex.

Ser. Nov. 5, 1945 D. U. April 1940
Reg. 422,283 July 9, 1946

SPIRIT OF YOUTH, LLOYD'S—VI—ABC—494,694
John N. McMath Co. (Lloyd-Sargent Co.), New Rochelle, N. Y.
Ser. Jan. 12, 1946 D. U. 1931

SPIRITUELLE—VI—BCH—487,176
Coty, Inc., New York, N. Y.
Ser. Aug. 17, 1945 D. U. Apr. 7, 1924
Reg. 420,131 Mar. 26, 1946

SPOAM—VI—A—481,520
Bristol-Myers Co., New York, N. Y.
Ser. Mar. 30, 1945 D. U. Mar. 7, 1945
Reg. 418,523 Jan. 1, 1946

SPORTSWOMAN—VI—ABCHIKEFDM—485,535
John Hudson Moore, Inc., New York, N. Y.
Ser. July 7, 1945 D. U. June 20, 1945

SPOT-NOK—IV—A—492,631
Labratest, Inc., Long Island City, N. Y.
Ser. Dec. 4, 1945 D. U. Nov. 13, 1945

SPRAYGRANCE—VI—D—488,780
Selig Co., Atlanta, Ga.
Ser. Sept. 20, 1945
Reg. 422,322 July 16, 1946

SPUR—IV—A—491,398
Charles of the Ritz, Inc., New York, N. Y.
Ser. Nov. 10, 1945 D. U. Nov. 7, 1945

STAFFORDSHIRE ROSE—VI—B—481,265
Bonwit Teller, Inc., New York, N. Y.
Ser. Mar. 24, 1945 D. U. Nov. 28, 1944
Reg. 421,640 June 4, 1946

STANOX—IV—A—484,549
John T. Stanley Co., New York, N. Y.
Ser. July 7, 1945 D. U. July 1930
Reg. 419,188 Feb. 5, 1946

STAN-WICK—VI—D—482,657
Stanley Home Products, Inc., Springfield, Mass.
Ser. Apr. 26, 1945 D. U. Mar. 10, 1945

STELLON—VI—K—494,534
The Amalgamated Dental Co., Ltd., London, England
Ser. Jan. 10, 1946 D. U. May 1942

STRANGE—VI—ABCHS—488,806
Coty, Inc., New York, N. Y.
Ser. Sept. 21, 1945 D. U. Sept. 14, 1945

STRATOSPHERE—VI—M—497,743
Reginald Robbins (Stratosphere Products Co.), Los Angeles, Calif.
Ser. Mar. 6, 1946 D. U. Aug. 23, 1945

STYLE KING—IV—AI—486,749
S. Buchsbaum & Co., Chicago, Ill.
Ser. Aug. 6, 1945 D. U. Mar. 2, 1943

SULFADIA-VESS—VI—M—493,528
Ames Co., Inc., Elkhart, Ind.
Ser. Dec. 19, 1945 D. U. Nov. 13, 1945

SULFA-SALV—VI—M—482,732
Oren H. Clark, Odessa, Mo.
Ser. Apr. 28, 1945 D. U. Jan. 11, 1945
Reg. 421,081 May 14, 1946

SULTRY—VI—B—481,266
Consolidated Cosmetics, Chicago, Ill.
Ser. Mar. 24, 1945 D. U. Nov. 28, 1944
Reg. 421,946 June 25, 1946

SUNBEAM MULTI BUB'L—VI—A—494,684
Independence Labs., Inc., Charlotte, N. C.
Ser. Jan. 12, 1946 D. U. Nov. 1, 1945

SUNKIST—VI—K—495,558
Arnold Stoltz, New York, N. Y.
Ser. Jan. 28, 1946 D. U. Sept. 1938

SUN 'N SNOW—VI—C—480,739
Jacqueline Cochran, Roselle, N. J.
Ser. Mar. 10, 1945 D. U. Mar. 5, 1945
Reg. 423,882 Sept. 10, 1946

SUN SILK—VI—BC—487,067
Associated Products Inc., Chicago, Ill.
Ser. Aug. 13, 1945 D. U. June 30, 1945
Reg. 419,818 Mar. 5, 1946

SUNSWEPT—VI—ABCE—490,477
Associated Products, Inc., Chicago, Ill.
Ser. Oct. 25, 1945 D. U. Sept. 19, 1945
Reg. 421,380 May 28, 1946

"SUPERSTITION"—IV—A—495,066
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

"SUPERSTITION"—VI—BC—495,067
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945
Reg. 422,602 July 30, 1946

SUTTIL—VI—D—486,449
Associated Products Inc., Chicago, Ill.
Ser. July 30, 1945 D. U. July 11, 1945
Reg. 420,609 Apr. 23, 1946

SUVA—VI—C—487,137
Luellen, New York, N. Y.
Ser. Aug. 14, 1945 D. U. Jan. 1944
Reg. 419,278 Feb. 5, 1946

SWOON—VI—A—418,754
Granville Labs., Chicago, Ill.
Reg. Jan. 8, 1946 D. U. Apr. 5, 1945

SYMBOL—VI—H—478,371
B-W Products Co., Los Angeles, Calif.
Ser. Jan. 8, 1945 D. U. Oct. 24, 1944

"SYMBOLE"—IV—A—495,069
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

TAB—VI—BC—481,014
Consolidated Cosmetics, Chicago, Ill.
Ser. Mar. 17, 1945 D. U. Dec. 10, 1932
Reg. 418,522 Jan. 1, 1946

TABU—VI—BC—492,824
Consolidated Cosmetics, Chicago, Ill.
Ser. Dec. 7, 1945 D. U. Dec. 10, 1932

TABU—VI—M—493,326
Consolidated Cosmetics, Chicago, Ill.
Ser. Dec. 15, 1945 D. U. Dec. 12, 1945

TABU, with des.—VI—BC—489,715
Consolidated Cosmetics, Chicago, Ill.
Ser. Oct. 10, 1945 D. U. June 4, 1945

TAHINI—IV—B—494,177
Carrel, Ltd., Chicago, Ill.
Ser. Jan. 2, 1946 D. U. Dec. 3, 1937

TALISMAN—IV—A—489,897
Charles of The Ritz, Inc., New York, N. Y.
Ser. Oct. 13, 1945 D. U. Oct. 10, 1945

TAN GLO, with des.—VI—S—493,111
Alf Engen Co., Salt Lake City, Utah
Ser. Dec. 12, 1945 D. U. May 11, 1944
Reg. 424,111 Sept. 17, 1946

TARGET, with des.—IV—M—487,352
Chemical Mfg. & Distributing Co., Easton, Pa.
Ser. Aug. 21, 1945 D. U. Apr. 1, 1939

TARRA—VI—B—481,048
George Begley, Jr. (Parfum Dalmora), Chicago, Ill.
Ser. Mar. 19, 1945 D. U. Oct. 16, 1943

TARTAN—VI—S—495,179
McKesson & Robbins, Inc., New York, N. Y.
Ser. Jan. 22, 1946 D. U. Jan. 25, 1900

TAY—IV—M—495,917
Turco Products, Inc., Los Angeles, Calif.
Ser. Feb. 2, 1946 D. U. Sept. 1, 1945

TEEN KLEEN—IV—A—484,882
Cosmex Corp., New York, N. Y.
Ser. June 22, 1945 D. U. May 31, 1945
Reg. 424,555 Oct. 8, 1946

TEENTIMER—VI—ABCD—493,152
Teen Timer Labs. Co., Inc., New York, N. Y.
Ser. Dec. 12, 1945 D. U. Apr. 30, 1945

TEMERAIRE—VI—B—484,169
Etablissements Rigaud Inc., New York, N. Y.
Ser. June 5, 1945 D. U. May 28, 1945

TEMP-ZONE—VI—M—495,148
National Chemical & Metal Co. (Carnegie Chem. Mfg. Co.), Los Angeles, Calif.
Ser. Jan. 21, 1946 D. U. Nov. 28, 1945

TENURE—VI—H—487,921
Jacinto Sosa (Chanty), Brooklyn, N. Y.
Ser. Sept. 1, 1945 D. U. Aug. 3, 1945
Reg. 420,628 Apr. 23, 1946

TERU—VI—C—487,151
Teru Products Inc., New York, N. Y.
Ser. Aug. 14, 1945 D. U. May 8, 1945

TETE-A-TETE—VI—BC—486,132
Philip S. Willingmyre, Merchantville, N. J.
Ser. July 21, 1945 D. U. Jan. 1943

THANK YOU VERY MUCH—VI—ABCMS—487,667
Coty, Inc., New York, N. Y.
Ser. Aug. 28, 1945 D. U. Aug. 14, 1945
Reg. 420,275 Apr. 2, 1946

THENARDOL—VI—M—494,559
International Pharmaceutical Corp., Boston, Mass.
Ser. Jan. 10, 1946 D. U. Nov. 28, 1945

THOROBRED—VI—BCHI—499,648
Parfait, Inc., Chicago, Ill.
Ser. Apr. 4, 1946 D. U. Mar. 5, 1946

TIDE—IV—A—489,826
The Procter & Gamble Co., Cincinnati, Ohio
Ser. Oct. 11, 1945 D. U. Oct. 9, 1945

TIMBER—IV—I—424,528
Maurella Prods. Co., Inc., New York, N. Y.
Ser. June 14, 1945
Reg. 424,312 Oct. 1, 1946
TIME AND TIDE—VI—B—490,157
Louey Venn of London, Inc., Washington, D. C.
Ser. Oct. 18, 1945 D. U. Oct. 16, 1945
TIMES SQUARE with des.—VI—DHI—491,659
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945
TINGLE—VI—B—484,937
Charles of the Ritz, Inc., New York, N. Y.
Ser. June 23, 1945 D. U. 1938
Reg. 418,779 Jan. 8, 1946
TOES-UP, with des.—VI—M—496,238
B. Heller & Company, Chicago, Ill.
Ser. Feb. 8, 1946 D. U. Feb. 1, 1946
TOILETRIES IN GOLD—IV—A—488,207
"42" Products, Ltd. (Windsor House, Ltd.), Los Angeles, Calif.
Ser. Sept. 21, 1945 D. U. Aug. 28, 1945
TOILETRIES IN GOLD—VI—I—488,808
"42" Products, Ltd. (Windsor House, Ltd.), Los Angeles, Calif.
Ser. Sept. 21, 1945 D. U. Aug. 28, 1945
Reg. 424,335 Oct. 1, 1946
TOP HAT SHAVING SOAP FOR MASCULINE GROOMING, with des.—IV—I—480,945
Charles M. Burt (Charles M. Burt Co.), Biloxi, Miss.
Ser. Mar. 14, 1945 D. U. Sept. 22, 1944
Reg. 422,301 July 16, 1946
TORRENT—VI—B—479,368
Evelyn Westall (Evelyn Westall Co.), New York, N. Y.
Ser. Feb. 2, 1945 D. U. Jan. 27, 1945
TOUGHY—VI—B—491,336
Irresistible, Inc., New York, N. Y.
Ser. Nov. 9, 1945 D. U. Oct. 30, 1945
TOVARICH—VI—BCH—485,762
Coty Inc., New York, N. Y.
Ser. July 13, 1945 D. U. June 29, 1945
Reg. 419,198 Feb. 5, 1946
TRANSFORMING—VI—C—480,852
The Armand Company, Des Moines, Iowa
Ser. Mar. 13, 1945 D. U. Jan. 16, 1945
Reg. 420,218 Apr. 2, 1946
TRELLIS—IV—A—491,888
Roycemore Toiletries, Inc., Chicago, Ill.
Ser. Nov. 19, 1945 D. U. May 7, 1940
Reg. 422,363 July 16, 1946
TRELLIS—VI—AB—492,098
Roycemore Toiletries, Inc., Chicago, Ill.
Ser. Nov. 23, 1945 D. U. Sept. 14, 1940
TRESEC—VI—D—488,999
House of Westmore, Inc., New York, N. Y.
Ser. Sept. 26, 1945 D. U. Sept. 19, 1945
TRES PIEDRAS—VI—H—494,126
Lucila Salazar (Los Angeles Pharmacal Co.), Los Angeles, Calif.
Ser. Dec. 29, 1945 D. U. Oct. 21, 1945
TRI-FOAM—IV—A—491,427
Pemberton Products Co., Irvington, N. J.
Ser. Nov. 10, 1945 D. U. May 1, 1945
TRIM—IV—I—488,591
House of Warren, Chicago, Ill.
Ser. Sept. 17, 1945 D. U. Sept. 1, 1942
TRIPTAKER—VI—CEM—484,952
Mme. Huntingford, Inc., Chicago, Ill.
Ser. June 23, 1945 D. U. June 6, 1945
Reg. 421,468 June 4, 1946
TROPIC-ZONE—VI—M—495,149
National Chem. & Metal Co. (Carnegie Chem. Mfg. Co.), Los Angeles, Calif.
Ser. Jan. 21, 1946 D. U. Nov. 28, 1945
TROUBLE—VI—BCH—493,328
Consolidated Cosmetics, Chicago, Ill.
Ser. Dec. 15, 1945 D. U. Dec. 12, 1945
TROUBLE—VI—BC—493,500
Lentheric, Inc., New York, N. Y.
Ser. Dec. 18, 1945 D. U. Dec. 4, 1945
TRUCENE—VI—H—479,915
John H. Breck, Inc., Springfield, Mass.
Ser. Feb. 17, 1945 D. U. Feb. 6, 1945
TRYST, with des.—VI—BC—482,332
Robert S. Kyle (Kyle Products), Los Angeles, Calif.
Ser. Apr. 19, 1945 D. U. Dec. 26, 1944
Reg. 419,742 Mar. 5, 1946
TUBLETS, SCHRATZ—VI—B—486,070
Schratz Products, Detroit, Mich.
Ser. July 20, 1945 D. U. June 15, 1945
TWO AGAIN—VI—ABC—487,409
Associated Products Inc., Chicago, Ill.
Ser. Aug. 22, 1945 D. U. Mar. 26, 1946
Reg. 420,137 Mar. 26, 1946
TWO ON THE AISLE—VI—I—492,775
Man of Manhattan, Inc., New York, N. Y.
Ser. Dec. 6, 1945 D. U. Sept. 24, 1945
TYROLARIS—VI—A—491,434
Sharp & Dohme, Inc., Philadelphia, Pa.
Ser. Nov. 10, 1945 D. U. Oct. 26, 1945
"TYROZATE"—VI—M—494,367
Sharp & Dohme, Inc., Philadelphia, Pa.
Ser. Jan. 5, 1946 D. U. Sept. 25, 1945

UPPER LEVEL—VI—ABC—485,869
John-Fredericks, Inc., New York, N. Y.
Ser. July 16, 1945 D. U. May 10, 1943
Reg. 419,780 Mar. 5, 1946
UPPER LEVEL—IV—A—485,868
John-Fredericks, Inc., New York, N. Y.
Ser. July 16, 1945 D. U. May 10, 1943
Reg. 419,779 Mar. 5, 1946
U-SKIP-O—VI—D—493,133
Marcel Leduc, Rochester, N. Y.
Ser. Dec. 12, 1945 D. U. Dec. 5, 1945
UTOPIE—IV—A—495,309
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946
UTOPIE—VI—BC—495,310
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946

VALDOREE—VI—C—488,175
Valdor, Inc., New York, N. Y.
Ser. Sept. 8, 1945 D. U. Dec. 16, 1940
Reg. 420,630 Apr. 23, 1946
VALENTINA'S MY OWN—VI—B—485,839
George Schler (Parfums Valentina), New York, N. Y.
Ser. July 14, 1945 D. U. July 11, 1945
VALIANCE—VI—BCH—485,763
Coty, Inc., New York, N. Y.
Ser. July 13, 1945 D. U. June 29, 1945
Reg. 419,199 Feb. 5, 1946
VELVA LEG FILM—VI—C—485,120
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. June 28, 1945 D. U. Oct. 5, 1945
Reg. 419,174 Feb. 5, 1946
VELVETEX CREAM—VI—C—485,121
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. June 28, 1945 D. U. May 11, 1937
Reg. 419,175 Feb. 5, 1946
VELVET SKIN—VI—C—477,370
The Procter & Gamble Co., Cincinnati, Ohio
Ser. Dec. 9, 1944 D. U. Oct. 13, 1944
Reg. 421,941 June 25, 1946
VENDETTA—IV—A—495,312
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946
VENDETTA—VI—BC—495,313
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 24, 1946 D. U. Jan. 21, 1946
VERDADENT—VI—K—488,933
Rystan Company, New York, N. Y.
Ser. Sept. 24, 1945 D. U. Aug. 24, 1945
Reg. 421,534 June 4, 1946
VETO—IV—A—493,251
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Dec. 14, 1945 D. U. Nov. 15, 1945
VILLANELLE—VI—BC—492,686
Coty, Inc., New York, N. Y.
Ser. Dec. 5, 1945 D. U. Nov. 26, 1945
VIPIX—VI—H—494,800
Ramiro Sanchez (Price Hill Lab.), Cincinnati, Ohio
Ser. Jan. 15, 1946 D. U. Jan. 9, 1946
VISA—IV—B—497,981
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Mar. 9, 1946 D. U. Nov. 16, 1945
VISION, with des.—VI—M—490,301
Josephine A. Farland (The Vision Co.), Des Moines, Iowa
Ser. Oct. 22, 1945 D. U. Oct. 5, 1945
VISTA LIPS—VI—C—487,821
Bon Johns Berwald (Robert T. Plate), Bay Shore, N. Y.
Ser. Aug. 31, 1945 D. U. Apr. 21, 1941
VIZ—VI—M—496,055
Whitehall Pharmacal Co., New York, N. Y.
Ser. Feb. 5, 1946 D. U. July 27, 1945
VOICE OF FLOWERS with des.—VI—BC—485,028
Morton Mfg. Corp., Lynchburg, Va.
Ser. June 25, 1945 D. U. May 1, 1945
Reg. 419,170 Feb. 5, 1946

VOLCANIC RED—VI—C—498,168
Park & Tilford, New York, N. Y.
Ser. Mar. 13, 1946 D. U. Feb. 12, 1946

WELCOME RED—VI—C—486,681
Richard Hudnut, New York, N. Y.
Ser. Aug. 3, 1945 D. U. June 5, 1945
WES-GLO—VI—A—495,531
Wesco Products, Inc., Buffalo, N. Y.
Ser. Jan. 26, 1946 D. U. Jan. 15, 1946
WET-MOR—IV—A—495,295
J. I. Holcomb Mfg. Co., Indianapolis, Ind.
Ser. Jan. 24, 1946 D. U. Nov. 21, 1945
WHIPCORD with des.—VI—I—489,757
Parfum L'Orle, Inc., New York, N. Y.
Ser. Oct. 10, 1945 D. U. 1941
WHIRLPOOL—VI—BC—494,304
Hattie Carnegie, Inc., New York, N. Y.
Ser. Jan. 5, 1946 D. U. Jan. 1, 1944
WHISPER—VI—BC—467,294
Lucien Lelong Inc., New York, N. Y.
Ser. Feb. 9, 1944
Reg. 422,536 July 30, 1946
WHITE CAPS—VI—B—481,268
Bonwit Teller, Inc., New York, N. Y.
Ser. Mar. 24, 1945 D. U. Nov. 28, 1944
WHITE CHRISTMAS—IV—A—492,555
Carl A. Futter, Chicago, Ill.
Ser. Dec. 3, 1945 D. U. Oct. 22, 1945
WHITE MOIRE—VI—B—487,658
Avon Products Inc., New York, N. Y.
Ser. Aug. 28, 1945 D. U. Aug. 6, 1945
Reg. 421,332 May 28, 1946
WHITE MOIRE—VI—BC—487,659
Avon Products Inc., New York, N. Y.
Ser. Aug. 28, 1945 D. U. Aug. 6, 1945
Reg. 421,333 May 28, 1946
WHITE SHADOWS—VI—C—487,155
Evelyn Westall (Evelyn Westall Co.), New York, N. Y.
Ser. Aug. 14, 1945 D. U. Aug. 9, 1945
WHITE SHIRT—VI—B—492,688
Kay Daumit (Kay Daumit Inc.), Chicago, Ill.
Ser. Dec. 5, 1945 D. U. Apr. 3, 1945
WILDWOOD—IV—A—495,728
Donna Lo Laboratories, Inc., St. Louis, Mo.
Ser. Jan. 31, 1946 D. U. Sept. 1944
WINDSWEPT—VI—B—495,205
Arthur M. Zellers (Amzell), New York, N. Y.
Ser. Jan. 22, 1946 D. U. Jan. 29, 1945
WINE IN THE AIR—VI—BCD—497,075
Farel Destin, Inc., New York, N. Y.
Ser. Feb. 23, 1946 D. U. Feb. 8, 1946
WISHING—VI—BCE—494,780
Avon Products, Inc., New York, N. Y.
Ser. Jan. 15, 1946 D. U. Oct. 25, 1945
WISTFUL—VI—B—486,872
Quality Products Co., Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. May 9, 1945
Reg. 419,814 Mar. 5, 1946
WITCHERY—VI—ABCDE—488,548
Primrose House, Inc., New York, N. Y.
Ser. Sept. 15, 1945 D. U. Aug. 14, 1945
WITCHERY—IV—A—488,547
Primrose House, Inc., New York, N. Y.
Ser. Sept. 15, 1945 D. U. Aug. 14, 1945
Reg. 421,340 May 28, 1946
WONDERLIP—VI—C—496,312
Irresistible, Inc., New York, N. Y.
Ser. Feb. 9, 1946 D. U. Jan. 2, 1946
WONDER SUDS—IV—A—491,383
Edward J. Beach (Beach Brothers), Dubuque, Iowa
Ser. Nov. 10, 1945 D. U. Aug. 1, 1917

YACHTSMAN—VI—I—488,561
So. L. Bassan (Yachtsman Toiletries), Chicago, Ill.
Ser. Sept. 17, 1945 D. U. Feb. 3, 1945
YEMOL with des.—IV—A—463,146
David Cauchaner, Buenos Aires, Argentina
Ser. Sept. 1, 1943 D. U. Apr. 6, 1943
YENSHU—VI—BCE—489,381
Associated Prods. Inc., Chicago, Ill.
Ser. Oct. 4, 1945 D. U. Aug. 15, 1945
YOUNG SKIN—IV—A—489,126
R. H. Laird Mfg. Co., Inc., New York, N. Y.
Ser. Sept. 28, 1945 D. U. Sept. 23, 1938
Reg. 422,280 July 9, 1946
YOUNG WORLD—VI—ABC—492,632
Labratest, Inc., Long Island City, N. Y.
Ser. Dec. 4, 1945 D. U. Oct. 11, 1945
YOUR HIGHNESS—VI—B—495,985
Cornelius A. Pope (Valdome Perfume Co.), New York, N. Y.
Ser. Feb. 4, 1946 D. U. Sept. 30, 1943
YOYANA—VI—ABC—495,569
Milton J. Brownstein (Erana Prods.), New York, N. Y.
Ser. Jan. 29, 1946 D. U. Jan. 18, 1946
YVELINE—VI—ACE—494,557
Eve Rae Grossman (Cosmetic Arts Labs.), Upper Montclair, N. J.
Ser. Jan. 10, 1946 D. U. May 1944

ZAZA—VI—B—477,858
Louise Tischgarten (Parfum De Boue), Los Angeles, Calif.
Ser. Dec. 22, 1944 D. U. July 1, 1944
ZETO—VI—M—498,635
Jerome D. Kennedy (United Chemical Co.), Rutland, Vt.
Ser. Mar. 20, 1946 D. U. Sept. 11, 1945
ZINAL CREAM—VI—C—490,769
The Regal Drug Co., New Haven, Conn.
Ser. Oct. 30, 1945 D. U. Jan. 20, 1940
ZIPPY—VI—M—496,196
Candy Crafters, Inc., Lansdowne, Pa.
Ser. Feb. 8, 1946 D. U. Jan. 19, 1946
ZIR-GEL—VI—M—497,202
Rutlee Chemical Co., Inc., Perth Amboy, N. J.
Ser. Feb. 25, 1946 D. U. June 7, 1945
ZIZANIE—VI—B—488,122
Parfumerie Fragonard F. Fuchs & Cie, Paris, France
Ser. Sept. 7, 1945 D. U. 1935
"ZODIAC"—IV—A—495,076
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945
"ZODIACAL"—IV—A—495,078
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945
ZOMBIE with des.—VI—ABCE—439,569
St. Denis Toiletries, Inc., New York, N. Y.
Ser. Jan. 10, 1941 D. U. Aug. 19, 1940
ZOOM—VI—M—482,870
Danbett Products Co., Hawthorne, Calif.
Ser. May 2, 1945 D. U. Feb. 20, 1945

The following Trade-Marks listed here further supplement Your Trade-Mark Record from September through December 31, 1946.

AC—VI—M—498,582
Antoine Chiris Co., Inc., New York, N. Y.
Ser. Mar. 20, 1946 D. U. Mar. 1, 1911
ADRIAN—VI—B—479,945
Wolf J. Overhamm (Parfums Adrian) New York, N. Y.
Ser. Feb. 17, 1945 D. U. Apr. 13, 1944
Reg. 424,801 Oct. 22, 1946
AJAX—IV—A—495,592
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Jan. 29, 1946 D. U. Jan. 22, 1946
AMARYLLIS (With des)—VI—ABCEGHI—490,095
Amaryllis Co., Fort Wayne, Ind.
Ser. Oct. 18, 1945 D. U. Aug. 1, 1945
Reg. 426,498 Dec. 24, 1946
ANALERGIC—VI—BC—486,046
Les Parfums de Dana, Inc., New York, N. Y.
Ser. July 20, 1945 D. U. May 29, 1945
Reg. 423,404 Aug. 27, 1946
ARDMOR—VI—ACH—512,002
Paul Kunian (Ardmore Co.) Minneapolis, Minn.
Ser. Nov. 4, 1946 D. U. Sept. 1, 1946
APOSTROPHE (Des)—VI—B—496,046
Punctuation Perfumes Inc., Bridgeport, Conn.
Ser. Feb. 5, 1946 D. U. Jan. 28, 1946
Reg. 424,767 Oct. 22, 1946
ATOM—IV—M—497,752
The Theobald Industries, Kearney, New Jersey
Ser. Mar. 6, 1946 D. U. Feb. 12, 1946
ATOMIK—IV—M—497,753
The Theobald Industries, Kearney, New Jersey
Ser. Mar. 6, 1946 D. U. Feb. 12, 1946

AUGURE—VI—B—489,536
Societe D'Etudes et D'Expansion de la Parfumerie de Luxe, Paris, Fr.
Ser. Oct. 6, 1945 D. U. Aug. 27, 1945

BACHELOR BUTTON—VI—B—499,825
Colonial Dames Co., Ltd., Los Angeles, Calif.
Ser. Apr. 8, 1946 D. U. Nov. 3, 1941
BACHELOR'S CARNATION—VI—CE—492,739
Revlon Products Corp., New York, N. Y.
Ser. Dec. 5, 1945 D. U. Nov. 16, 1945
BALLERINA SLIPPER—VI—ABCHS—498,606
Coty, Inc., New York, N. Y.
Ser. Mar. 20, 1946 D. U. Jan. 18, 1946
BALNEARO SAN JOSE-PURUA—VI
El Paraiso de Purua, Fuentes Termales, Mexico City
Reg. 424,764 Oct. 22, 1946
BAND CONCERT—VI—C—486,674
Richard Hudnut, New York, N. Y.
Ser. Aug. 3, 1945 D. U. June 5, 1945
BARITONE TALC (with des.)—VI—I—491,649
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945
Reg. 426,938 Jan. 21, 1941
BEAUTY IN LUXURY—VI—C—501,666
Richard Hudnut, New York, N. Y.
Ser. May 8, 1946 D. U. Apr. 23, 1946
BEAUTYMASTERS OF BEVERLY HILLS—VI—C—482,829
Bernice Bachman (Beautymasters of Beverly Hills) Beverly Hills, Cal.
Ser. May 1, 1945 D. U. Nov. 1944
Reg. 423,394 Aug. 27, 1946
BERKELEY—IV—I—486,888
Consolidated Razor Blade Co., Inc., Jersey City, N. J.
Ser. Aug. 8, 1945 D. U. Aug. 2, 1945
Reg. 425,377 Nov. 12, 1946
BLACK-OUT—VI—T—492,389
The Miami Products & Chem. Co., Dayton, Ohio
Ser. Nov. 29, 1945 D. U. Oct. 2, 1945
BOJANGLES—VI—H—499,052
Irving Dinerman, (Masterblend Cos. Co.) Brooklyn, N. Y.
Ser. Mar. 27, 1946 D. U. Mar. 11, 1946
BOURRASQUE—VI—B—498,777
LeGalion, S. A. Neuilly, France
Ser. Mar. 22, 1946 D. U. June 1937
Reg. 425,655 Nov. 26, 1946
BRISTOL—IV—A—463,207
Lanman & Kemp-Barclay & Co. Inc., New York, N. Y.
Ser. Sept. 3, 1943 D. U. Aug. 10, 1943
BRUMES—VI—B—498,778
LeGalion, S. A. Neuilly, France
Ser. Mar. 22, 1946 D. U. Jan. 14, 1937
Reg. 425,656 Nov. 26, 1946
BY REQUEST—VI—B—491,857
Les Parfums Worth de Paris Inc., New York, N. Y.
Ser. Nov. 19, 1945 D. U. Oct. 31, 1945

CABOT'S—IV—A—476,753
Samuel Cabot, Inc., Boston, Mass.
Ser. Nov. 22, 1944 D. U. Nov. 1, 1941
CAPER—VI—F—494,509
Lincoln Drug Co., Fort Wayne, Inc.
Ser. Jan. 9, 1946 D. U. Nov. 1, 1945
CARENA—VI—M—501,160
Peggy Breed, New York, N. Y.
Ser. Apr. 30, 1946 D. U. Apr. 10, 1946
CARTE BLANCHE—VI—C—477,319
Hattie Carnegie Inc., New York, N. Y.
Ser. Dec. 8, 1944 D. U. Jan. 1, 1943
CASUAL—VI—B—498,494
Bonne Bell, Inc., Cleveland, Ohio
Ser. Mar. 19, 1946 D. U. Feb. 25, 1946
CERBINOL—VI—M—489,549
Westbury Chem. Co.
Ser. Oct. 6, 1945 D. U. June 7, 1945
CHELSEA HOUSE—VI—H—486,858
House of Lontay, Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. Aug. 2, 1945
Reg. 424,815 Oct. 22, 1946
CHEN YU—IV—A—487,408
Associated Prod. Inc., Chicago, Ill.
Ser. 1945 D. U. July 17, 1945
CHINA POBLANA—VI—BC—496,642
Lentheric, Inc., New York, N. Y.
Ser. Feb. 15, 1946 D. U. Jan. 23, 1946
CHINITA MIA—VI—BCH—501,480
Olive Smith, Chicago, Ill.
Ser. May 4, 1946 D. U. Apr. 24, 1946

COLIOLAN—VI
Coty, Inc., New York, N. Y.
Reg. 425,563 Nov. 26, 1946
COLOR FILM—VI—C—477,293
Farel Destin, Inc., New York, N. Y.
Ser. Dec. 7, 1944 D. U. Nov. 22, 1944
COSMOS—IV—A—475,985
John T. Stanley Co., New York, N. Y.
Ser. Nov. 1, 1944 D. U. Sept. 1918
COSSACK—VI—BH—477,547
M. DeTuvache, New York, N. Y.
Ser. Dec. 14, 1944 D. U. Dec. 15, 1938
CROSS COUNTRY—VI—I—497,297
Mark Cross Co., New York, N. Y.
Ser. Feb. 27, 1946 D. U. Jan. 1946
Reg. 426,971 Jan. 21, 1947
CROWN DUET—VI—B—488,835
Prince Matchabelli, Inc., New York, N. Y.
Ser. Sept. 21, 1945 D. U. Dec. 1, 1943
Reg. 426,920 Jan. 21, 1947

DANDOUT—VI—H—498,897
William H. Houser (H. & H. Prod. Co.) Cherryville, N. C.
Ser. Mar. 25, 1946 D. U. Jan. 2, 1945
DAVIS FORMULA—(With des.)—VI—T—486,404
J. T. Davis (Davis Pharmacal Co.) Miami, Fla.
Ser. July 28, 1945 D. U. Dec. 1941
Reg. 425,441 Nov. 19, 1946
DEEDETH—VI—T—499,124
Distributors Inc., St. Paul, Minn.
Ser. Mar. 28, 1946 D. U. Mar. 1, 1946
DEEP WATER—VI—B—495,351
John Peter Wilde (Parfums D'Artimon) New York, N. Y.
Ser. Jan. 24, 1946 D. U. Nov. 18, 1943
DENTIVIC—VI—K—488,836
Socites Coupes, S.A.R.L., Paris, France
Ser. Sept. 21, 1945 D. U. Feb. 16, 1945
Reg. 423,738 Sept. 10, 1946
DEOSAN—VI—T—482,380
The Howell Co., Inc., New Orleans, La.
Ser. Apr. 20, 1945 D. U. Dec. 28, 1938
DERMA-OIL (With des.)—IV—A—492,755
H. Lee Wolfe Co., Chicago, Ill.
Ser. Dec. 5, 1945 D. U. Feb. 1, 1941
Reg. 426,502 Dec. 24, 1946
DESPREZ, JEAN—VI—BC—494,041
Jean Desprez, Paris, France
Ser. Dec. 29, 1945 D. U. Nov. 1941
Reg. 425,077 Nov. 1944
DINGO—VI—B—497,978
Soc. D'Etudes et d'Expansion de la Parfum. de Luxe, Paris, Fr.
Ser. Mar. 9, 1946 D. U. Nov. 16, 1945
DISTREX—VI—FT—495,559
Stuart-Chase Co., North Bergen, N. J.
Ser. Jan. 28, 1946 D. U. June 26, 1944
DIXO—VI—DT—498,390
George S. Brehm (Hygienic Sanitation Co.) Phila., Penn.
Ser. Mar. 18, 1946 D. U. Jan. 1, 1923
DUMSCHINSKY, C—VI—H—501,052
Carl Damschinsky, Inc., Woodside, N. Y.
Ser. Apr. 27, 1946 D. U. 1891

EASTER MORN—VI—M—497,281
Vineland Prod. Corp., Vineland, N. J.
Ser. Feb. 26, 1946 D. U. Oct. 1, 1945
ELCO—IV—A—498,783
Edw. Livingston & Sons, Kansas City, Mo.
Ser. Mar. 22, 1946 D. U. Jan. 1941
ELIZABETH ARDEN—IV—A—478,104
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. Jan. 1, 1945 D. U. May 12, 1925
Reg. 413,076 Apr. 3, 1946
ELOQUENT RED—VI—C—487,854
The National Mineral Co., Chicago, Ill.
Ser. Aug. 31, 1945 D. U. Aug. 9, 1945
EL TORERO (With des.)—VI—K—486,949
Hijos de S. deOrive, Longrono, Spain
Ser. Aug. 9, 1945 D. U. Sept. 1937
ENDEARING—VI—BC—499,200
Bourjois, Inc., New York, N. Y.
Ser. Mar. 29, 1946 D. U. Mar. 14, 1946
ETOURDISSANT—VI—BC—494,039
Jean Desprez, Paris, France
Ser. Dec. 29, 1945 D. U. Nov. 1944
EVANGELINE—VI—BC—500,529
Harry I. Dorn, (Leon Hirsh & Son) New York, N. Y.
Ser. April 19, 1946 D. U. 1924

EVERCIDE—VI—T—499,141
McLaughlin Gormley King Co., Minneapolis, Minn.
Ser. Mar. 28, 1946 D. U. Mar. 8, 1946
EVERNIA—VI—B—488,115
Parfum, Fragonard G. Fuchs et Cie, Paris, France
Ser. Sept. 7, 1945 D. U. 1935
EVERPURE—VI—T—484,259
Hyman Karno (Altone Chem. Co.) New Orleans, La.
Ser. June 7, 1945 D. U. April 1944
Reg. 425,432 Nov. 19, 1946
EVOL—VI—CH—494,692
Nancy Jeanne Marks, Chicago, Ill.
Ser. Jan. 12, 1946 D. U. Jan. 3, 1946
EXTRADRI—VI—BC—482,468
Consolidated Cosmetics, Chicago, Ill.
Ser. Apr. 23, 1945 D. U. Apr. 17, 1944

FASTA—VI—C—472,374
Algaelion Corp., New York, N. Y.
Ser. July 19, 1944 D. U. May 31, 1944
FAST SET—VI—C—484,927
Associated Prod. Inc., Chicago, Ill.
Ser. June 23, 1945 D. U. June 14, 1945
Reg. 426,256 Dec. 24, 1946
FIXIA—VI—C—492,324
Lentheric Inc., New York, N. Y.
Ser. Nov. 28, 1945 D. U. Feb. 1941
FLEESIT—VI—T—501,673
Magitex Co. Inc., Saco, Maine
Ser. May 8, 1946 D. U. Jan. 1946
FLEUR DE RIVIERA SACHET—VI—B—485,745
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. July 13, 1945 D. U. Apr. 9, 1940
FLOWER FACE—VI—C—494,681
Richard Hudnut, New York, N. Y.
Ser. Jan. 12, 1945 D. U. Dec. 19, 1945
FLUORICITE—VI—K—483,663
Susan Dorothy Rajcok (Fluoricite) Danbury, Conn.
Ser. May 22, 1945 D. U. Apr. 17, 1945
FOR BABY DEAR—VI—LC—500,410
Helene Pesel, Inc., New York, N. Y.
Ser. April 17, 1946 D. U. May 1942
FOR MEN ONLY—Enamel Tooth Paste—VI—K—490,187
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 19, 1945 D. U. Aug. 1, 1944
Reg. 424,820 Oct. 22, 1946
FREN—IV—A—495,704
Tish Products Corp., Brooklyn, N. Y.
Ser. Jan. 30, 1946 D. U. Dec. 4, 1945

GAY LOOK—VI—CE—494,775
Avon Prod. Inc., New York, N. Y.
Ser. Jan. 15, 1946 D. U. Oct. 25, 1945
GENITOX—VI—T—500,002
General Chem. Co., New York, N. Y.
Ser. Apr. 11, 1946 D. U. Mar. 4, 1946
GENTLEMAN OF GOTHAM (With des.)—VI—I—491,652
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945
GLOBO—IV—AI—478,523
John T. Stanley Co., New York, N. Y.
Ser. Jan. 11, 1945 D. U. Jan. 1944
GOLD CUP—VI—I—481,485
MacGregor Men's Toiletries, New York, N. Y.
Ser. Mar. 29, 1945 D. U. Mar. 9, 1945
Reg. 425,234 Nov. 12, 1946
GOLD FOAM—VI—H—487,709
Murray Frank & Assoc. Chicago, Ill.
Ser. Aug. 29, 1945 D. U. Jan. 1, 1944
Reg. 424,818 Oct. 22, 1946
GOLD LUCETTE—VI—BCH—484,417
Henry W. Miller (H. W. Miller Cosmetic Co.) Glendale, Calif.
Ser. June 11, 1945 D. U. May 29, 1945

HEAD START—VI—HI—500,272
Avon Prod. Inc., New York, N. Y.
Ser. Apr. 16, 1946 D. U. Oct. 25, 1945
HAIR FOAM—VI—A—492,512
Quincy Lab. Inc., Chicago, Ill.
Ser. Dec. 1, 1945 D. U. Aug. 18, 1944
Reg. 423,416 Aug. 27, 1946
HELOZ—IV—A—494,217
M. Leo Heim, Brooklyn, N. Y.
Ser. Jan. 3, 1946 D. U. Oct. 15, 1945
HERBCRAFT—VI—CID—476,838
Golden Acres, Inc., Valpraise, Ind.
Ser. Nov. 24, 1944 D. U. Apr. 4, 1942
HERVEY ASSOCIATES (With des.)—VI—BC—500,081
Hervey Associates, New York, N. Y.
Ser. Apr. 12, 1946 D. U. Mar. 18, 1946

HI DAD—VI—I—498,692
Samuel Greenblatt (Monogram Soap Co.) Hollywood, Calif.
Ser. Mar. 21, 1945 D. U. Oct. 1, 1944
HI MOM—VI—BC—498,691
Samuel Greenblatt (Monogram Soap Co.) Hollywood, Calif.
Ser. Mar. 21, 1945 D. U. Oct. 1, 1944
HICKOK (With des.)—VI—BCHD—486,203
Hickok Manufacturing Co., Rochester, N. Y.
Ser. July 24, 1945 D. U. Apr. 22, 1945
Reg. 423,408 Aug. 27, 1946
HICKOK—VI—BCHD—486,202
Hickok Manufacturing Co., Rochester, N. Y.
Ser. July 24, 1945 D. U. Apr. 22, 1945
Reg. 423,407 Aug. 27, 1946
HILDEGARDE ROSE—VI—BE—494,235
Revlon Products Corp., New York, N. Y.
Ser. Jan. 3, 1946 D. U. Sept. 10, 1945
Reg. 426,959 Jan. 21, 1947
HOLD EVERYTHING—VI—BC—497,736
Parfums Charbert, Inc., New York, N. Y.
Ser. Mar. 6, 1946 D. U. May 25, 1940
Reg. 426,975 Jan. 21, 1947
HOLLYWOOD MASK—VI—C—476,250
Andre' Leloup, Chicago, Ill.
Ser. Nov. 8, 1944 D. U. Sept. 1, 1935
Reg. 413,070 Apr. 3, 1946
HOME COMING RED—VI—C—477,074
The Lander Co., Inc., New York, N. Y.
Ser. Nov. 30, 1944 D. U. Nov. 24, 1944
HUBBA-HUBBA—VI—B—497,025
Carosel Parfum Co., New York, N. Y.
Ser. Feb. 21, 1946 D. U. Sept. 19, 1944
HUMECTIC—VI—C—495,598
Evans Chemetics Inc., New York, N. Y.
Ser. Jan. 29, 1946 D. U. Jan. 21, 1946

INDRA—IV—A—495,968
Hood Chem. Co. Inc., New York, N. Y.
Ser. Feb. 4, 1946 D. U. Jan. 4, 1946
INTERVALLE—IV—A—499,719
Les Parfums de Dana Inc., New York, N. Y.
Ser. Apr. 5, 1946 D. U. Mar. 19, 1946
IN THE GROOVE—VI—A—500,889
Julius V. Madsen (Julius V. Madsen Co.) Los Angeles, Calif.
Ser. Apr. 25, 1946 D. U. Dec. 27, 1945
IRILAVE—VI—T—490,085
Sharp & Dohme, Inc., Phila, Pa.
Ser. Oct. 17, 1945 D. U. Sept. 25, 1945
ISLE OF CAPRI—VI—CH—484,011
Consolidated Cosmetics Co., Chicago, Ill.
Ser. May 31, 1945 D. U. May 25, 1945
Reg. 423,398 Aug. 27, 1946

J E L—VI—AC—488,595
Losie Lipscomb, Denver, Colo.
Ser. Sept. 17, 1945 D. U. July 20, 1945
Reg. 423,917 Jan. 21, 1947
J O T—VI—HIKF—491,884
Calen Lab., Pittsburgh, Pa.
Ser. Nov. 1, 1945 D. U. Sept. 20, 1945

KAME—N—KLEEN—IV—A—497,026
Kamen Soap Prod. Co. Inc., New York, N. Y.
Ser. Feb. 21, 1946 D. U. April 1944
Reg. 425,477 Nov. 19, 1946
KILLER DILLER—VI—T—471,024
Killer Dill Co., Milwaukee, Wis.
Ser. June 8, 1944 D. U. Apr. 13, 1944
KING OF DIAMONDS—IV—A—495,170
Golden Arrow Toiletries, New York, N. Y.
Ser. Jan. 22, 1946 D. U. June 1, 1945
KING OF SPADES—IV—A—495,288
Golden Arrow Toiletries, New York, N. Y.
Ser. Jan. 24, 1946 D. U. June 1, 1945
KISS'N MAKE-UP—VI—C—482,396
Ivor Rich, New York, N. Y.
Ser. Apr. 20, 1945 D. U. Nov. 18, 1944
KATALKO—VI—H—499,138
Lafayette Drug Co., Jersey City, N. J.
Ser. Mar. 28, 1946 D. U. Apr. 1919
Reg. 426,252 Dec. 24, 1946
KUBLA KHAN—VI—BC—477,517
Lentheric, Inc., New York, N. Y.
Ser. Dec. 13, 1944 D. U. Nov. 28, 1944
KUT-NO-MOR—VI—E—491,310
Arthur Bevan (Bevan Beauty Prod.) Chicago, Ill.
Ser. Nov. 9, 1945 D. U. Feb. 25, 1942
Reg. 425,467 Nov. 19, 1946

(*Continued on page 577*)

NATURAL ABYSSINIAN CIVET

HIGHEST QUALITY

IN ORIGINAL HORNS

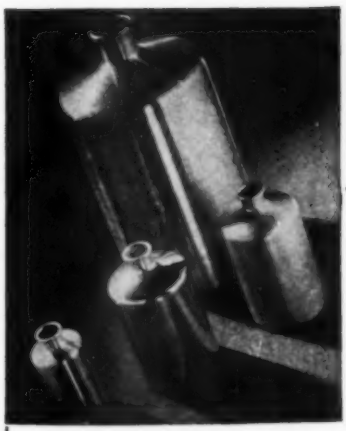
—

Samples and quotations on request

J. C. Andresen

8 East 36th Street, New York 16, N. Y.

Phone: MUrray Hill 3-2393



THE MODERN CONTAINER

ALUMINUM BOTTLES

STRONG, ATTRACTIVE and DURABLE

Entirely impervious to light, a protection for its contents.

Light weight, lowering shipping cost. Breakage eliminated.

Furnished in sizes from ½ oz. to 5½ gallons.

Manufactured by

AMERICAN ALUMINUM WARE CO.

NEWARK, N. J.

EXPORT EXPORT

ANETHOL N. F.

PURE, ODOR AND FLAVOR OF OIL OF ANISE

"GUM SYNTHOBENZOIN"

(SYNTHETIC GUM BENZOIN)

FIXATIVE PROPERTIES, CONSTITUENTS, ODOR, TASTE AND PURITY CLOSELY CORRESPOND TO THOSE OF THE NATURAL GUM BENZOIN OF THE SAME TYPE.

"PUROMINT"

SELECTED GRADE NATURAL PEPPERMINT EXTRACT (OIL)

"SYNTHOMENTHOL"

SYNTHETIC MENTHOL CRYSTALS HAVING COOLING EFFECT AND ODOR SIMILAR TO NATURAL MENTHOL

ESSENTIAL OILS — FLAVORING OILS
SPECIAL COMPOUNDS
VITAMINS • HORMONES

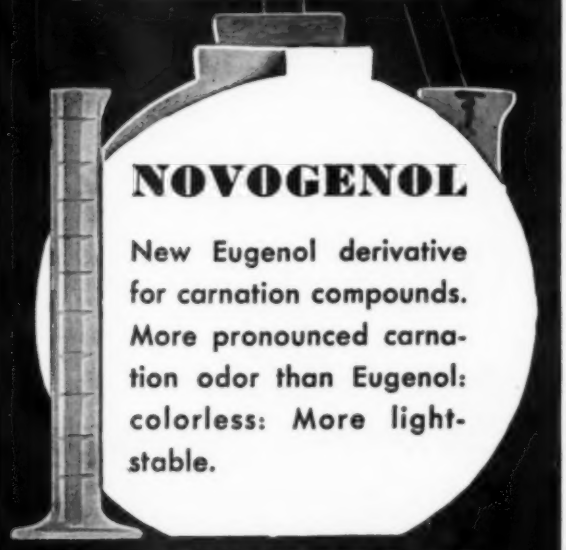
FINE CHEMICALS - PHARMACEUTICALS

BENDIX CHEMICAL CORPORATION

420 Lexington Ave. MUrray Hill 3-5821 New York 17, N. Y.

Cable Address: BENDIX CHEM

INDUSTRIAL AND PHARMACEUTICAL *Chemicals*



NOVOGENOL

New Eugenol derivative for carnation compounds. More pronounced carnation odor than Eugenol: colorless: More light-stable.

R.W.GREEFF & CO. INC.

10 ROCKEFELLER PLAZA NEW YORK CITY

TRIBUNE TOWER CHICAGO, ILL.

U.S.P. Zinc Oxide

New Jersey Zinc

Quality and uniformity of this purest grade of commercial zinc oxide are assured by nearly a century of zinc oxide manufacturing experience.

Exceptional whiteness, fineness and purity, coupled with its non-toxic, protective and mildly astringent qualities, make it an especially valuable pigment for pharmaceuticals. Its covering power and adhesive properties are ideal for cosmetics.

Have you tried The New Jersey Zinc Company's ZINC BORATE–3170?

Specify U.S.P. Zinc Oxide made by—

THE NEW JERSEY ZINC COMPANY

Products distributed by

The New Jersey Zinc Sales Company

New York • Boston • Chicago
Cleveland • San Francisco
Los Angeles

The Independent Druggist in Cosmetic Distribution

(*Continued from page 467*)

cosmetic department is the chief determining factor in selecting a store that will prove a favorable cosmetic retail outlet.

Nor does the size of the city in which the store is located have much effect on cosmetic sales, although sales tend to be higher, percentage wise, in cities of under 20,000, emphasizing the advantage and importance of the druggist in smaller communities.

Most manufacturers selling cosmetics in selected distribution find their chief difficulty in determining just which independent drug stores to solicit and sell. Volume and credit rating have little value and are often misleading. A store may be predominantly professional, or the favored fountain and luncheonette of its community, do a large volume, but have little time or space for cosmetics. Most manufacturers require a detailed sales report, which may be reduced to a simple card for the salesman to check, before selling a new independent drugstore account. These cards usually require checking such information as: cleanliness of store; location of cosmetic department; predominant department, if any; employment of full time cosmetic salesgirl and a list of 10 to 20 leading class lines, which when checked give a moderately clear picture of the store's present recognition by class manufacturers.

Actually, there is probably no better test than the full-time employment of a salesgirl exclusively for the cosmetic department. It may be assumed that such an investment by a druggist represents a serious intention on his part to build and favor this department; that he would not make this investment unless store location and his clientele warranted it; that the girl has or will acquire some knowledge of cosmetics, fashion, color and can advise and build a clientele. There is no better single test for a manufacturer who is selecting a class distribution than the employment of a full-time cosmetic salesgirl.

Value of the Barbiturates

(*Continued from page 472*)

bination with scopolamine, are probably used more often than any other drugs for the relief of pain in labor. So employed, their action is synergistic. Citing data obtained at the Boston Lying-In Hospital, he reports that this combination produces a high percentage of complete or almost complete amnesia. About 85 per cent of the patients receiving this type of medication had no recollection or only a slight recollection of their labors. A comparison of the barbiturates with demerol showed that the combination of demerol and scopolamine resulted in only 70 per cent of complete or almost complete amnesia; an advantage of 15 per cent for the barbiturate-scopolamine combination.

Referring to the effects on the infant, Irving noted that the routine use of the barbiturates with scopolamine has actually been accompanied by a lower still-

birth and neonatal death rate. Were it not for occasional unfavorable effects, this combination would be the ideal obstetrical analgesic and amnesic. The chief disadvantage to the mother lies in the possible development of pulmonary complications. For the infant the delay in breathing is the main fault. At this point, it might be mentioned that the ideal analgesic and amnesic for labor still awaits development.

Pentobarbital is very widely used in obstetrics,[15-27] but other barbiturates like Seconal,[28-29] Amytal, and Evipal[30] are also frequently employed. Other barbiturates are also being studied for their value in the field obstetrics. Recently, Lewis[31] reported on the advantages vinbarbital sodium for obstetric amnesia, analgesia, and anesthesia. Used with and without scopolamine in over six hundred patients, the results indicate that vinbarbital sodium is a valuable addition to the drugs used in obstetrics.

The barbiturates are valuable tools in the hands of the anesthetist. From his knowledge of their action, dosage and routes of administration, he is able to select the most appropriate barbiturate for preanesthetic medication, conjunct use with other anesthetics, or for injection alone as general anesthetics. The barbiturates are used extensively as premedication for local, regional, and inhalation anesthesia. Given prior to surgery, these drugs allay fear and apprehension, thus permitting the patient to arrive at the operating room with a mental attitude much more conducive to satisfactory anesthesia and better results.[32] The value of the barbiturates in controlling such mental anguish is, of course, incalculable.[33] Given the night before operation, a barbiturate with a moderate duration of action serves to insure a night of rest, while the administration of a shorter-acting drug an hour or so before surgery helps to induce the desired mental calmness.

Preoperative barbiturate medication contributes materially to smooth induction of inhalation anesthesia. A smaller amount of the anesthetic agent is needed, the excitement stage is shortened, and relaxation is more promptly obtained. Such preoperative medication is also useful in patients requiring local and regional anesthesia.[34] By relieving nervousness and apprehension, these drugs often permit the use of surgical procedures that might otherwise require a general anesthetic.[35]

For a number of years the ultra short-acting barbiturates, like Evipal and Pentothal Sodium, have been used intravenously to induce anesthesia for certain operations of brief duration. Such intravenous anesthesia by barbiturates was found valuable for changing painful dressings and removal of sutures, encephalography, procedures of short duration in the oral cavity, brief manipulation of simple fractures, treatment of accidental wounds and the like.[7] During the war, however, the use of intravenous barbiturate anesthesia was greatly expanded, with particular emphasis on the value of Pentothal.[36-37]

Valuable as a preanesthetic agent,[32] and useful in conjunction with other anesthetics,[38] Pentothal today

KOMMON/ SCENTS!

Most interesting legislation these days has to do with literary censorship. The proposed bills aren't exactly narrow-minded. But under conservative interpretation, a physician's description of a hernia might get him an award from the Academy of Medicine and a five-year vacation in a penal institution.

•

Everybody's a critic. On a broad scale this is probably so, but we dread to think what might happen to the Old Testament if Senator Bilbo wrote the critique for the Saturday Review of Literature.

•

In the arts and sciences, difference of opinion wins new horizons. In business, too, except when it loses old accounts.

•

Oh, well, back to the axe: The Republicans are using everything to curb Labor but medical science's Twilight Sleep.

•

The Elephant Boys must be using a poet for their slogans: For Russia, "Get Tough;" for us, "Had enough?"

•

Brightest hope for the world is still in the United Nations Organization, where they've finally switched from cutting each other's throats to cutting each other's armaments.

•

Advocates of a Planned Economy should soon be screaming that it was unfair to have two governors in Georgia while the United States lacks a single Vice-President.

•

The subject of Vice-President is intriguing. The Vice-Presidency is a stepping stone to oblivion, except where death overtakes the Chief Executive. (And there are times when it's true even without that reservation.)

•

Poor Tom Dewey. Thinks the teacher who took an apple from him when he was a kid should be satisfied with applesauce from him as Governor.

•

But, away with affairs of State and back to the Cosmetic Industry: Our product may not cure an unpleasant situation but it sure can cover it up. If she's under forty.

George Fiedler

KELTON

Cosmetic Company

230 West 17th Street
New York 11, N. Y.

763 So. Los Angeles Street
Los Angeles 14, Calif.

Private Label Manufacturers Exclusively
Covered by Product Liability Insurance

MIRANOL
TRADE-MARK

SYNTHETIC
ORGANIC
DETERGENTS

FOR

- Bubble bath preparations
- Clear, soapless shampoos
- Cream shampoos—tube and jar types
- Soap shampoos
- Shaving creams
- Tooth cleaning preparations
- Liquid hand soaps

In addition, we have products particularly adapted to making a wide variety of household and industrial cleaners. Our line also includes industrial detergents and wetting agents for use in the textile, paper, rubber, metal and other industries.

Miranol Synthetic Organic Detergents are standardized to definite wetting out, detergent and foaming specifications. Immediate shipment can be made from distributor stocks in principal cities. Samples and prices on our new, improved 1947 production now ready. Write for them and a copy of our new booklet, A 11, which gives complete specifications on all products and their suggested applications.

Canadian Distributor
Charles Albert Smith, Ltd.
123 Liberty St., Toronto 3, Ontario
315 Youville Sq., Montreal, Quebec

Export
Callan, Simon & Norton, Inc.
21 West St.
New York 6, New York

Miranol Chemical Company, Inc.
2 FORD AVE., MILLTOWN, N. J. — PHONE: MILLTOWN 8-0754
PLANTS AT CHICAGO, ILLINOIS AND MILLTOWN, N. J.

is undoubtedly the most important drug for securing general anesthesia via the intravenous route.[39,40] Intravenous anesthesia with Pentothal had its first significant trial during the war and its importance as a combat anesthetic cannot be overestimated. As remarked by Krantz[41] the mortality statistics with this drug are favorable and it "appears to have a permanent and enviable position among anesthetic agents."

Because of its convenience, efficacy and other advantages there is a tendency to use Pentothal in operations where other anesthetics work better. To combat this, authorities[42,43] in the field of anesthesiology have stressed that the outstanding occasions for the use of this drug are still the relatively short procedures which are not greatly stimulating and for which relaxation is not required. Although Pentothal is said[36] to have displaced other anesthetic measures by about 50 per cent, there are certain definite contradictions to its use. It should not be given to patients with liver disease, jaundice, dyspnea, shock, respiratory obstruction, cardiac decompensation, or those with hypotension or hypertension.[66]

Pentothal is often used in combination with inhalation anesthetics and oxygen in major and minor operative procedures.[36] Recently Knight[38] reported that the combination of Pentothal Sodium, curare, and nitrous oxide provides the most satisfactory anesthesia yet found for major or minor surgery. Pentothal produces sleep more rapidly than other hypnotics; nitrous oxide maintains analgesia of fairly high degree, while curare relaxes muscles to the desired extent. The advantages of each agent is retained and their limitations compensated when the three drugs are used together in one operation. Awakening is pleasant, gradual and languid. Since the doses are small, depression is less than with other drugs. Moreover, no inflammable or explosive substance is involved.

Sedation has long been used as an aid to psychotherapy in the treatment of psychoneuroses. The sedative drugs are employed to dull the patients awareness of their anxieties or decrease their physical symptoms and make them more susceptible to the influences of reassurance, suggestion and persuasion. A valuable aid to the modern psychiatrist, the technic of sedation has progressed from its role of merely making the patient quieter and easier to handle to a sharp tool for the purpose of uncovering the patient's unconscious sources of anxiety and helping him to master them.[45]

Indicative of the way in which barbiturates may be used is the report of Susselman and his associates[46] on the employment of Amytol Sodium in testing for latent anxiety. They found that an intravenous injection of the drug will frequently relieve a symptom which is entirely due to tension within one to five minutes. The injection relieves that portion of the symptom due to tension in cases where tensional pain is superimposed on pain of organic origin. Thus the barbiturate can be used as a diagnostic test to separate symptoms of organic disease from tension symptoms.

Aside from their uses to induce sleep in patients with

insomnia due to anxiety tension states and similar conditions, the barbiturates are extensively employed in the so-called "continuous sedation" procedures. Used for treating catatonic excitement, panic states and even acute war neuroses, these methods "cover up" the patient's anxieties and conflicts so that his own powers of control and capacities for recovery may be given an opportunity to function.[45] Thus, Olkon[47] has suggested that in deep-seated depression or an uncontrolled nania, prolonged sedation may be attempted with a combination of phenobarbital and barbital sodium. Medication may be repeated to keep the patient asleep for several days if necessary. Continuous narcosis therapy with barbiturates is also indicated when emotional distress is intolerable and when sleeplessness and exhaustion are severe.[48]

Barbiturates are of value in acute maniacal states and especially in patients with delirium tremens. Their sedative action is also helpful in the management of drug addicts undergoing withdrawal therapy.[7] In addition, the barbiturates often serve as useful adjuncts in shock therapy for certain mental diseases. Employed as a prognostic aid in selecting patients who would respond well to insulin or Metrazol shock therapy,[49] intravenous Amytal Sodium has also been given to prevent convulsions occurring during insulin shock treatment.[50] Berkwitz[51] employed barbiturates intravenously in conjunction with electric-shock therapy, thereby minimizing fear and excitement and producing sleep soon after treatment was begun.

Remarkable results have been obtained in many cases when barbiturates were employed for narcosynthesis. This is a method employed to make the patient accessible for psychotherapy. As explained by Kiene,[52] the procedure consists of administering Amytal Sodium or Pentothal Sodium intravenously and thus, by removing conscious resistance, permits the patient and the physician to obtain a better understanding of the underlying thoughts and feelings responsible for the condition. Narcosynthesis was used extensively during the war to aid those who had developed marked fear reactions in combat with periods of amnesia as an escape from their frightful experiences. It was found that by giving these barbiturates intravenously, it was possible for the men to re-live, under controlled conditions, their combat experiences and make them better able to understand the mechanism causing their mental disorder. Now an established and valuable psychotherapeutic procedure,[40, 45, 47, 53] narcosynthesis is considered[48] best in relieving the muscular tension, tremors or paralytic symptoms of conversion hysteria, or for the treatment of hysterical amnesia.

BIBLIOGRAPHY

1. Lesser, M. A.: Drug & Cosmetic Ind. 41:499, 1937.
2. Hambourger, W. E.: J.A.M.A. 112: 1340, 1939; 114:2015, 1940.
3. McNally, W. D.: J. Michigan State Med. Soc. 41:635, 1942.
4. Editorial: Canadian M. A. J. 44:176, 1941.
5. Allen, L. Jr.: MD Mag. 1:14, Sept. 1946.
6. Kleeman, R. H.: Saturday Evening Post, Feb. 24, 1945.
7. Goodman, L. & Gilman, A.: "Pharmacological Basis of Therapeutics," New York, Macmillan, 1941, Capt. 9.
8. Fischelis, R. P.: J. A. Ph. A., Scient. Ed. 35:193, 1946.
9. Dunbar, P. B.: (through) Chem. & Eng. News 24:2502, 1946.
10. Goldstein, S. W.: J. A. Ph. A., Scient. Ed. 36:5, 1947.
11. Editorial: Drug & Cosmetic Ind. 60:34, 1947.

WH&C Specialties for the DRUG and COSMETIC industries

THE MAYPONS
(Improved Lamepons)

Two liquid surface-active agents of remarkable versatility: Effective wetting, prolific foam, high detergency, complete lime stability, and a *marked protective action on body tissue.* Recommended in

SHAVING CREAMS: Eliminates "greasy feel" and sticky cream scum from brushless creams. Improves spreading, cleansing, and lime dispersion of lathering creams.

CLEANSING CREAMS: Reduces milling time and cost, improves the emulsion, aids in pore penetration. Washes off readily in water

BUBBLE BATHS: Produces prolific foam, and cleanses without harsh, excessive wetting and degreasing. Leaves no "bathtub ring"

SOAPS: Added to soap, the Maypons produce faster suds, increased resistance to lime salts, better cleansing, wetting, and emulsification.

• • •

SINCE 1838

Other synthetic organic detergents available. Write today for literature, samples, and prices.

Welch, Holme & Clark Co., Inc.

serving the industry for over a century

439 WEST STREET
NEW YORK 14, N.Y.

ammonium thioglycolate

by STANTON

The unsurpassed quality of STANTON'S Ammonium Thioglycolate is the result of years of specialization and jealously guarded purity of this important cosmetic base.

The last word in production and technical efficiency and careful laboratory controls assures absolute minimums of impurities such as dithiodiglycollic acid, glycollic acid, iron and heavier metals.

When you buy STANTON Thioglycolate you buy insurance on stability, shelf-life, minimum irritation and the least amount of odor.

The results achieved, are faster acting solutions and better permanent waves.

STANTON LABORATORIES

stanton laboratories, inc.

227 Krams Avenue **Philadelphia 27, Pa.**

(factory and main office)

12. Editorial: Am. Prof. Pharm. 11:1005, 1945.
13. Fitch, R. H. & Tatum, A. L.: J. Pharmacol. & Exper. Therap. 44:325, 1932.
14. Wood, H. C., Jr.: Am. J. Pharm. 110:503, 1938.
15. Prigal, S. J., Fuchs, A. M. & Schulman, P. M.: J. Allergy, 17:172, 1946.
16. Glenn, J. C., Jr. & Reeves, R. J.: Radiology 47:392, 1946.
17. Givhan, F. G., Jr. & Booser, T. S.: J. M. A. Alabama 7:407, 1938.
18. Ross, J. W.: J. Nat. Med. Assoc. 38:86, May, 1946.
19. Swanson, E. E.: J. Lab. & Clin. Med. 17:325, 1932.
20. Priest, R. E.: J. A. M. A. 110:1440, 1938
21. Bradley, C.: Rhode Island Med. J. 29:823, 1946.
22. Somerfeld-Ziskind, E. & Ziskind, E.: Arch. Neurol & Psychiat. 43:20, 1940
23. McEachron, D.: Canadian M. A. J. 45:106, 1941.
24. Handley, R.: Med. Press 216:92, 1946.
25. Frost, L.: Med. Press & Circ. 21:377, 1944.
26. Merritt, H. H.: Cincinnati J. Med. 27: 279, 1946.
27. Irving, F. C.: Rhode Island Med. J. 28:493, 1945.
28. Liston, W.: Brit. Med. J. 1:939, 1939.
29. Cummings, W. G.: Illinois Med. J. 78:431, 1940.
30. Anderson, H. E. & Bohlender, G. P.: Am. J. Obst. & Gynec. 41:305, 1941.
31. Lewis, M. S.: Am. J. Obst. & Gynec. 51:395, 1946.
32. Deutsch, E. V. & Herstich, J.: Am. J. Surg. 72:32, 1946.
33. Borthwick-Leslie, K.: Canadian M. A. J. 46:345, 1942.
34. Tuohy, E. B.; Proc. Staff Meet. Mags Clin. 13:284, 1938.
35. Walker, M. A.: J. Kansas Med. Soc. 38:382, 1937.
36. Wainwright, G. A.: Canadian M. A. J. 56:198, 1947.
37. Beecher, H. K.; Ann. Surg. 122:807, 1945.
38. Knight, R. T.: Canadian M. A. J. 55:360, 1946.
39. Schlaepfer, K.: J. Intern. Coll. Surgeons 8:121, 1945.
40. Johns, W. S.: Canadian M. A. J. 48:222, 1943.
41. Krantz, J. C., Jr.; Mod. Med. 15:35, Feb. 15, 1947.
42. Knight, R. T.: Minnesota Med. 27:906, 1944.
43. Tuohy, E. B.: Cincinnati J. Med. 28:81, 1947.
44. Rachmel, J.: Canadian M. A. J. 50:443, 1944.
45. Grinker, R. R.: Bull New York Acad. Med. 22:185, 1946.
46. Susselman, S., Feldman, F. & Barrera, S. E.: Arch. Neurol. & Psychiat. 56:567, 1946.
47. Olkon, D. M.: Dis. Nerv. System 5:272, 1944.
48. Skottowe, I.: Lancet 1:329, 1944.
49. Harris, M. M., Horwitz, W. A. & Milch, E. A.: Am J. Psychiat. 96:327, 1939.
50. Frostig, J. P. et al; Am. J. Psychiat. 98:369, 1941.
51. Berkwitz, N. J.: Am. J. Psychiat. 99:364, 1942.
52. Kiene, H. E.: Rhode Island Med. J. 29:829, 1946.
53. Hart, W. L., Ebaugh, F. G. & Morgan, D. W.: Am. J. Med. Sci. 210:125, 1945.

Ethical Specialties Through the Wholesaler

(Continued from page 477)

in consumer advertised merchandise. This may be true in the case of new items—however, when they get to sell in larger volume at the wholesale level, their names become known and if they are fast enough moving they may be used as cut price bait by some wholesalers in their sales to retailers. Likewise, if they develop into faster selling items and are sold over the counter to consumers, here again they develop the same status as that of the consumer advertised item.

9—And, finally, tell and retell the story on your merchandising policy to the wholesaler, the wholesalers' salesman, and the retailer. Too many of us, in our familiarity with our own merchandise and policies, forget that others do not have the same advantage. The wholesaler and retailer have in stock thousands of items supplied by thousands of manufacturers. They can stay in business most successfully even without any one given item or any one manufacturer.

This nine-point merchandising program is nothing much more than the establishment of a sound policy which will eliminate the obstacles to the free flow of merchandise through distribution channels. Prescription specialties can be merchandised by such a program designed to make these products freely and rapidly available to the consumer.

$850,000,000 in 1946

(Continued from page 475)

If the American consumer continues to buy cosmetics at the same rate, and population growth remains as it has been during the last decade, "natural" growth should certainly add another $150,000,000 sales to the

present level by 1950, even excluding the chance of a possible further improvement of the per-capita consumption rate over today.

However, while no complaint can be found with the results of 1946 and the industry may be inclined not to be too critical of the future, there is some evidence that, even with its growth in volume and bettered consumer acceptance, cosmetics have not done quite as well as they might have done.

Has the cosmetic industry made its fullest possible bid for the consumer's dollar in 1946?

The answer is, "No," and it is demonstrated by reference to a noticeable decline in the standing of cosmetics in the all-American household budget. Consumer expenditures which stood at $106 billions in 1945 rose to $127 billions in 1946 and were running at the exceptional per annum rate of $136 billions during the last quarter of 1946. Cosmetic sales did not keep in step with that expansion. The consumer spent nearly 20 percent more in 1946 than in 1945. Cosmetic sales rose 5.6 percent only. The percent of toilet goods purchases-to-total-consumer-expenditures which had been 0.75 in 1945 declined to 0.68 percent.

Admittedly this is still a comparatively high figure. It duplicates cosmetic retail counter performance of 1943 and outdistances everything that preceded it. The corresponding figure for 1939 was 0.57 percent. But the fact remains that consumers spent less of their expense dollar for cosmetics than they had done for a number of years.

There are various ways by which the industry might want to look at this.

Undeniably its sales grew during 1946 and its customers bought more cosmetics, each, than they had done in the past. On the other hand, there is no saying how much cosmetic sales might have risen, if the cosmetic industry had made full use of the new income of its consumers. The deduction can be that, if consumers have spent 0.75 percent of their expenditures for cosmetics before, they can be made to spend as much again. The less charitable view, though, would be that cosmetic manufacturers were caught napping at a time when their market was heavily expanding but when, for reasons of their own, they were not prepared to take care of it.

It is difficult to place one's finger upon any definite evidence of failure to cash in on a situation that had all the earmarks of prospective success, at least the statistical records have not yet quite caught up with the events of last year.

However, earlier trends developing in 1945, augmented by such experience as every manufacturer can assemble for himself, may show the way for an eventual remedy, if remedies should be required.

If the Controllers' Report for 1945 shows the situation correctly, department store and specialty store sales of cosmetics have not expanded as fast as might have been expected. The 8 percent sales rise of the stores compares unfavorably with the corresponding 13.7 percent for that year as shown for all toilet-goods

J. Henri Moutet

USINE ST. CLAUDE

GRASSE

FLOWER OILS

ESSENTIAL OILS

AROMATICS

for the

SOAP • PERFUMERY • COSMETIC
and ALLIED TRADES

Laboratories, Distilleries and Head Offices:
GRASSE • A. M. FRANCE

From a quart of water, the_____ Company learned how it could improve the quality of its products by using De-ionized Water—*at only 1% to 10% of the cost of distilled water!*

We analyzed the raw water sample, studied plant requirements, made recommendations, built the De-ionizing equipment, supervised the installation. Result: 6,000 gals. of pure water per hour—which the company had thought it never could afford!

Get the complete facts about ILLCO-WAY De-ionizers (flow rates up to 500,000 gph.) Write today.

ILLINOIS WATER TREATMENT CO.

847-4 Cedar Street, Rockford, Illinois

7310-E4 Empire State Bldg., New York City

TESTED IN THE LABORATORY • ILLCO-WAY • PROVED IN THE FIELD

Ion-exchange Engineering

Treatment of sugar, Liquid Sugars, etc., Purification of Industrial Wastes; Treatment of Boiler Feed-Water; Purification of Process Water; Reclamation of Valuable Constituents

outlets. If this tendency has been carried into 1946, when department stores did well above 9 billion dollars, their growing failure to measure up to their usually higher sales standards might very well have cut down potential cosmetic sales below their normally to be expected figure.

Retail stores, frightened by injudicious' forecasts of an early market decline were buying less than their normal quota at a period of the year when orders are usually high and during months when, if the goods had been upon the counters, more sales could have been made.

With smaller manufacturers contracting, following their short expansion during the war when the larger units often were unable to fill all the demand, large sections of the retail market were exposed to lowered sales pressure. The resulting vacuum has not yet been perfectly filled by the major members of the industry, those who are able to build up large volume at short notice.

Still absent from the market are some of the quality producers, hindered by inability to produce at their accustomed standards and, to a considerable extent, by uncertainty over the selection of suitable outlets in a market of changing values and shifts in the competitive position of leading distributors.

Yet, looking to the future rather than into the past, there is, for the present at least, every possible reason why the cosmetic industry should experience another advance during the coming months, and a fairly substantial one in fact, even if it should not do much better than in 1946.

Taking the lowest of the indicators that were examined in the preceding paragraphs, a 5.6 percent rise in sales, as that which took place in 1936, will raise sales to $897,600,000, adding another $47,600,000 to the nation's annual cosmetic bill. No one can say to what extent this result can be changed by a possible change in the per-capita rate of consumption, as this will depend largely upon the willingness, or ability, of the industry to make consumers buy more. However, even if cosmetics have refused to conform to the decline of purchasing capacity in 1946, it is not likely that they will not respond to its rise in 1947. This rise appears to be assured. Purchasing power is back again upon its comfortably high levels of 1945 and, with national income rising and living costs touching their top apparently, there is little prospect for a severe renewed drop. Making full allowance even for the lower percent of toilet goods purchases to total consumer expenditures in 1946, there is the fact that national income is another 10 billion dollars ahead, at its present annual flow, and that consumer expenditures can be foreseen to expand accordingly.

If they do, cosmetics will get their share, maybe more than their share if they can be re-established upon their earlier percent of sales to total.

It all sums up to a situation where future prospects depend almost entirely upon the readiness of the cosmetic industry to defend its position against the

numerous industrial groups which are now moving into line with renewed strength, and well supported by merchandise, for combat for the still expanding purchasing power of the consumer.

One hundred and thirty-six billion dollars of consumer's money are at stake at present showing. The cosmetic manufacturer whose sales have declined may very well wonder whether he is not losing ground at a time when retail sales are still rising. Department store sales were 13 percent ahead for the first quarter of this year over the same period of last. Of course, durables take a larger share right now. But, there is enough left for the non-durables to go to bat for.

Manufacturing of Pharmaceutical Candy

(Continued from page 469)

with Celotex board and the space filled with granulated mineral wool. The nodules are blown into the voids between flooring and Celotex.

Room insulation limits the change in air temperature and humidity within the preparation and packaging rooms—this means that the air conditioning equipment has only to condition the air recirculated through these rooms, plus a small addition of fresh air (a much lesser load than would be required if all fresh air had to be conditioned).

Sharp & Shearer also use mineral wool in insulating the room in the basement in which syrup is stored. In this case the object is to keep heat in rather than out. The syrup is contained in a 12′ x 12′ x 6′ tank of ¼″ welded steel construction. Tank holds about 60,000 lb. of corn syrup, and is maintained at 95° to 100°F by means of gas unit heaters. Syrup is maintained at this temperature so that it will flow easily. If kept at room temperature it would tend to become viscus and sluggish. This room also contains a pump that sends the corn syrup to the 4th floor cooking room through insulated pipes. Themostatically controlled heat coils keep the syrup at the required temperature until its arrival at the 4th floor.

All the elements of the air conditioning system—dehumidification, cooling and insulation—have been installed a little over one year, and to date the fine results in product uniformity, good packaging, comfort, and minimum machine sticking have been achieved without breakdowns of any kind and with a minimum of maintenance.

Your Trade-Mark Record

(Continued from page 568)

LADY DOVE—VI—C—487,213
Lucill Dove Schicke, Flint, Mich.
Ser. Aug. 17, 1945 D. U. Dec. 1, 1930
Reg. 426,494 Dec. 24, 1946

LATIN QUARTER—VI—B—477,184
Cato Perfumers, Chicago, Ill.
Ser. Dec. 4, 1944 D. U. Nov. 8, 1944

LAVATUM—VI—M—488,723
Archer-Taylor Drug Co., Wichita, Kans.
Ser. Sept. 20, 1945 D. U. May 1, 1945

LAVENSAGE—VI—B—494,814
The Chemdrug Corp., New York, N. Y.
Ser. Jan. 16, 1946 D. U. Jan. 7, 1946

Jasmine
Supreme

from

TOMBAREL FRERES,
Grasse

the same Dependably
Fine Product as Always,

IS AGAIN AVAILABLE

Since supplies are somewhat limited, we suggest early anticipation of your needs.

ALSO AGAIN AVAILABLE

CASSIE SUPREME
ORANGE FLOWERS SUPREME
ROSE SUPREME
TUBEROSE 22
ORRIS CONCRETE
OAKMOSS PRODUCTS, etc.

Call on us for expert help with your perfume problems.

Tombarel
PRODUCTS CORPORATION
L. J. ZOLLINGER, PRESIDENT
12 EAST 22nd STREET, NEW YORK 10
CHICAGO—A. C. DRURY & CO., INC.
219 EAST NORTH WATER STREET

FOR THE COSMETIC TRADE

Unusual handling, conditioning and milling techniques make these raw materials for cosmetics the finest obtainable.

▼

ACACIA GUM

ARABIC GUM

BENZOIN GUM

HENNA

KARAYA GUM

LAVENDER FLOWERS

MYRRH GUM

ORRIS ROOT

QUINCE SEED

ROSEBUDS

SANDALWOOD

TRAGACANTH GUM

▲

Write for your copy of our complete 1947 price list, soon off the press

R. J. PRENTISS & CO., Inc.

110 WILLIAM STREET, NEW YORK 7

9 SO. CLINTON STREET, CHICAGO 6

L'DIANELLE—VI—B—478,273
Arthur H. Feber (The Feber Co.) Madison, N. J.
Ser. Jan. 5, 1945 D. U. Mar. 1, 1944

LEADING LADY—VI—CE—503,102
Bernhard Kronish, New York, N. Y.
Ser. May 31, 1946 D. U. May 1932

LE CLOU—VI—ABCHS—491,552
Coty, Inc., New York, N. Y.
Ser. Nov. 14, 1945 D. U. Nov. 2, 1945

L'HEURE ATTENDUE—VI—B—484,458
Jean Patou, Inc., New York, N. Y.
Ser. June 12, 1945 D. U. June 8, 1945
Reg. 425,517 Nov. 26, 1946

LINDA LEE—VI—H—487,707
Murray Frank & Assoc., Chicago, Ill.
Ser. Aug. 29, 1945 D. U. Jan. 1, 1944
Reg. 424,817 Oct. 22, 1946

LINNEA—VI—ABDICH—486,493
Linnea Perfumes, Inc., Chicago, Ill.
Ser. July 30, 1945 D. U. Dec. 10, 1937
Reg. 425,520 Nov. 26, 1946

LIP-SMOOTH—VI—C—478,600
Richard Strassburger, New York, N. Y.
Ser. Jan. 13, 1945 D. U. Jan. 11, 1945
Reg. 423,383 Aug. 27, 1946

LAURAZIN—VI—M—499,524
Wallace & Tierman Prod. Inc., Belleville, N. J.
Ser. Apr. 2, 1946 D. U. Mar. 19, 1946

LIQUIDERM—VI—T—501,800
Colin Pharmacal Co., Inc., Brooklyn, N. Y.
Ser. May 9, 1946 D. U. Feb. 8, 1946

LUNEL (With des.)—VI—ABCF—489,456
Alberto Caimi Gardmendia, Buenos Aires, Argentina
Ser. Oct. 5, 1945 D. U. 1931

MADAMOISELLE—VI—D—493,689
Mademoiselle Co., Phila., Penn.
Ser. Dec. 21, 1945 D. U. Nov. 23, 1945

MAN ALIVE—VI—BCHI—494,521
Parfumerie de Raymond, New York, N. Y.
Ser. Jan. 9, 1946 D. U. Dec. 5, 1945

MAN'S WORLD, A—VI—AI—494,772
Avon Prod., Inc., New York, N. Y.
Ser. Jan. 15, 1946 D. U. Oct. 25, 1945

MAPRIL—VI—H—500,235
Mapril, Inc., New York, N. Y.
Ser. Apr. 15, 1946 D. U. Apr. 9, 1946

MARABOU—VI—A—495,865
Civray, Inc., New York, N. Y.
Ser. Feb. 2, 1946 D. U. Jan. 15, 1946
Reg. 425,617 Nov. 26, 1946

MARC-ALLAIN—VI—BC—497,267
Parfums Marc-Allain (S.A.R.L.) Neuilly, France.
Ser. Feb. 26, 1946 D. U. Feb. 18, 1944

MARIEL—VI—B—473,357
The J. R. Watkins Co., Winona, Minn.
Ser. Aug. 16, 1944 D. U. July 1, 1944

MARY SCOTT ROWLAND—VI—CDH—494,925
Mary Scott Rowland, Ltd., New York, N. Y.
Ser. Jan. 17, 1946 D. U. 1887
Reg. 425,603 Nov. 26, 1946

MAUDY—VIBC—496,222
Adriene Foy, Paris, France
Ser. Feb. 8, 1946 D. U. Jan. 25, 1928
Reg. 426,963 Jan. 21, 1947

MINALT—VI—H—477,570
J. Mangano Mfg. Co., Chicago, ILL.
Ser. Dec. 14, 1944 D. U. Aug. 28, 1944

MIRRO—TOP—VI—C—492,310
Samuel M. Cohn, New York, N. Y.
Ser. Nov. 28, 1945 D. U. Oct. 27, 1944
Reg. 424,823 Oct. 22, 1946

MISSY—VI—L—499,302
Wright & Glenn Co., Inc., New York, N. Y.
Ser. Mar. 29, 1946 D. U. Mar. 14, 1946

MISS TWINKLE—VI—CL—499,301
Wright & Glenn Co., Inc., New York, N. Y.
Ser. Mar. 29, 1946 D. U. Mar. 14, 1946

MME. SRW—VI—H—498,961
Sylvia Walters, St. Louis, Mo.
Ser. Mar. 25, 1946 D. U. Feb. 15, 1946

MOREHAIR—VI—H—482,000
H. R. Lovell (H.R. Lovell & Co.) Greenville, Pa.
Ser. Apr. 11, 1945 D. U. Nov. 20, 1923
Reg. 424,803 Oct. 22, 1946

MURRAY'S SOFTSHEEN—VI—A—486,583
Murray's Superior Prod. Co., Chicago, Ill.
Ser. Aug. 1, 1946 D. U. Jan. 1945
Reg. 424,813 Oct. 22, 1946

MY REPUTATION—VI—BE—501,062
Alfred A. Flaster, New York, N. Y.
Ser. Apr. 27, 1946 D. U. Jan. 2, 1946

NATUROL—VI—H—466,135
Ame Cosmetic Co., New Haven, Conn.
Ser. Dec. 29, 1943 D. U. June 1928
NEUTROFOAM—VI—C—489,221
Nicholas Interrante, (The American Beauty Institute) Baltimore, Md.
Ser. Oct. 1, 1945 D. U. Oct. 1932
NIAAM—VI—T—498,015
William J. McNulty (Elbon Lab) Montclair, N. J.
Ser. Mar. 11, 1946 D. U. June 1939
NIGHT OF LOVE—VI—B—497,823
Harry A. Simon (LaForeal Parfum Sales Co) Hollywood,Calif.
Ser. Mar. 7, 1946 D. U. Apr. 5, 1935
NIGHT OF NIGHTS—VI—B—497,759
Parfums Felice Co., New York, N. Y.
Ser. Mar. 6, 1946 D. U. Mar. 1, 1946
NOONAN'S—VI—A—479,193
T. Noonan & Sons, Boston, Mass.
Ser. Jan. 30, 1945 D. U. 1919
Reg. 423,385 Aug. 27, 1946
NO-SECTS—VI—T—491,475
Associated Prod. Inc., Chicago, Ill.
Ser. Oct. 25, 1945 D. U. Sept. 19, 1945
NUFF O—VI—T—498,517
Oscar Hayes (Atlas Lab.) Akron, Ohio
Ser. Mar. 19, 1946 D. U. 1929
NYLO-GRAINS—VI—A—495,893
Gertrude R. Lee, Roxbury, Mass.
Ser. Feb. 2, 1946 Dec. 3, 1945

ODER-CHEK—VI—M—425,469
Miller Protecto Prod. Co., Kalamazoo, Mich.
Ser. Dec. 15, 1945 D. U. Sept. 1940
ODOWAY—VI—M—489,605
O-Cedar of Canada Ltd., Toronto, Canada
Ser. Oct. 8, 1945 D. U. Dec. 11, 1944
OLAG—VI—K—511,898
William B. Rosevear, Jr., Greensboro, N. C.
Ser. Nov. 1, 1946 D. U. July 25, 1946
OPALATE—VI—T—501,434
Calif. Spray-Chem. Corp. Richmond, Cal.
Ser. May 4, 1946 D. U. Apr. 3, 1946
ORACEL—VI—K—487,164
Oliver M. Byerly (Byerly Prod. Co.) Hollywood, Cal.
Ser. Feb. 25, 1946 D. U. Nov. 15, 1945
ORZEMA—VI—C—471,233
Ormont Drug & Chem. Co., Inc., Long Island, New York
Ser. June 14, 1944 D. U. May 6, 1942
OTAR—VI—ABCDE—479,229
Firmenich & Co., New York, N. Y.
Ser. Jan. 31, 1945 D. U. Dec. 15, 1944
Reg. 420,333 Apr. 2, 1946
OZON—VI—DEH—496,998
Vigorol Co., Inc., Brooklyn, N. Y.
Ser. Feb. 20, 1946 D. U. 1923
Reg. 426,967 Jan. 21, 1947

PANCARA—VI—C—495,815
The Pancara Co., Chicago, Ill.
Ser. Feb. 1, 1946 D. U. March 1944
Reg. 424,834 Oct. 22, 1946
PARK & TILFORD—IV—A—495,405
Park & Tilford, New York, N. Y.
Ser. Jan. 25, 1946 D. U. 1936
PASSION FLOWER "Sweet Fame is Mine" - VI - CH - 486,072
Van Tamerlane, Sacramento, Calif.
Ser. July 20, 1945 D. U. June 18, 1945
Reg. 423,405 Aug. 27, 1946
PAUL BOYER (With des)—VI—BC -497,364
Paul Boyer Paris, France
Ser. Feb. 28, 1946 D. U. May 31, 1944
Reg. 425,583 Nov. 19, 1946
PEPTOL—VI—H—480,107
Great Atlantic Lab. Inc., Boston, Mass.
Ser. Feb. 22, 1945 D. U. April 1933
PERSPI-CURA—VI—D—468,744
Rose B. Caldwell, Chicago, Ill.
Ser. Mar. 28, 1944 D. U. 1902
PERSONALITY (With des.) IV—A 495,817
Personality Beauty Prod. Ltd., Leicester, England
Ser. Feb. 1, 1946 D. U. Sept. 1937
PIELO—IV—M—486,546
Piezo Manufacturing Corp. New York, N. Y.
Ser. July 31, 1945 D. U. July 15, 1945

PERFUMERS

BASIC MATERIALS

Burton Bush

INDIVIDUAL

FRAGRANCES

FOR

THE PERFUMER

•

BUSH

AROMATICS

INCORPORATED

136 LIBERTY STREET

NEW YORK 6, N. Y.

Cable address: ARROBUSH

Telephone: WOrth 2-6557

PUROCAINE
BRAND
PRODUCTS

PROCAINE HYDROCHLORIDE USP XII

•

PROCAINE BASE

•

BUTYL-p-AMINOBENZOATE USP XII

•

ISOBUTYL-p-AMINOBENZOATE

•

EPINEPHRINE USP XII

•

d, l-DESOXYEPHEDRINE
Base or Hydrochloride

•

d-DESOXYEPHEDRINE
Base or Hydrochloride

•

AMPHETAMINE BASE

•

MENADIONE (Vitamin K-3)
U. S. P. XII

REG. U. S. PAT. OFFICE

PUROCAINE, INC.

Sales Division:
90 WEST STREET, NEW YORK 6, N. Y.
Phone: REctor 2-6109

Main Office:
PACKARD BLDG., PHILADELPHIA 2, PA.

PINK TULLE—VI—C—499,349
Pond's Extract Co., New York, N. Y.
Ser. Mar. 30, 1946 D. U. Mar. 20, 1945
PLACE—VI—B—494,560
Irresistible, Inc., New York, N. Y.
Ser. Jan. 10, 1946 D. U. Dec. 4, 1945
PLATO—IV—K—495,012
Clark Cleveland, Inc., Binghamton, New York.
Ser. Jan. 19, 1946 D. U. Dec. 19, 1945
PLUS CLEANER—VI—AC—496,486
Helena Rubinstein Inc., New York, N. Y.
Ser. Feb. 12, 1946 D. U. Nov. 21, 1945
POTSAN PANSEN—IV—A—495,591
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Jan. 29, 1946 D. U. Jan. 25, 1946
PREEN—IV—A—496,980
Preen Prod. Minneapolis, Minn.
Ser. Feb. 20, 1946 D. U. Jan. 29, 1946
PRITTI—VI—BD—488,919
Oscar C. Olin (Olin Prod. Co.,) Hartsdale, N. Y.
Ser. Sept. 24, 1945 D. U. Aug. 1, 1945
Reg. 426,922 Jan. 21, 1947
PROVOCATIF—VI—BCI—501,274
Parfums de Renel, Inc., Mount Vernon, N. Y.
Ser. May 1, 1946 D. U. Apr. 1, 1943
PROVOCATIVE—VI—BCI—491,213
Parfums de Renel, Inc., New York, N. Y.
Ser. Nov. 7, 1945 D. U. Dec. 5, 1943
PROVOCATIVE—VI—B—503,199
Wm. S. Heiber (Henri Monet) Atlanta, Ga.
Ser. June 3, 1946 D. U. Nov. 1932
PUR HASARD—VI—B—488,119
Parfum. Fragonard G. Fuchs et Cie, Paris, France
Ser. Sept. 7, 1945 D. U. 1935

Q. T.—VI—D—492,464
Earle H. Rodney, New York, N. Y.
Ser. Nov. 30, 1945 D. U. Nov. 20, 1945
QUI-CURL—VI—G—489,234
The National Mineral Co., (Helene Curtis, Inc.,) Chicago, Ill.
Ser. Oct. 1, 1945 D. U. Sept. 15, 1945
Reg. 425,887 Dec. 3, 1946
QUICOOL—VI—M—488,914
The Mennen Co., Newark, N. J.
Ser. Sept. 24, 1945 D. U. Sept. 7, 1945
Reg. 425,458 Nov. 19, 1946
QUI SAIT—VI—B—501,188
Lancome Sales Inc., New York, N. Y.
Ser. Apr. 30, 1946 D. U. Apr. 24, 1946
QUOTATION MARKS (Des.)—VI—B —496,046
Punctuation Perfums Inc., Bridgeport, Conn.
Ser. Feb. 5, 1946 D. U. Jan. 28, 1946
Reg. 424,769 Oct. 22, 1946

R A F—VI—T—484,860
Jennie Stern (Stern Pharmacists) Phila. Penn.
Ser. June 21, 1945 D. U. June 6, 1945
RANCH WAY—VI—M—480,787
John B. Stribling & Son, Ltd., (Ranchway Remedies Co.) Rotan, Tex.
Ser. Mar. 10, 1945 D. U. June 1, 1944
RAYCAL—IV—AM—498,877
American Basic Chem. Inc., Baltimore, Md.
Ser. Mar. 25, 1946 D. U. Apr. 20, 1945
REAL—VI—A—481,311
Theodore R. Bohn, Chicago, Ill.
Ser. Mar. 26, 1945 D. U. Mar. 1943
Reg. 424,666 Oct. 15, 1946
REAL (With des)—VI—A—481,310
Theodore R. Bohn, Chicago, Ill.
Ser. Mar. 26, 1945 D. U. Mar. 1943
Reg. 424,665 Oct. 15, 1946
REALM—VI—H—500,159
Amarosa Co. Inc., New York, N. Y.
Ser. Apr. 13, 1946 D. U. Nov. 28, 1945
REJAY—IV—A—496,357
Zitomer Chemists, Inc., New York, N. Y.
Ser. Feb. 9, 1946 D. U. Jan. 1936
RELACO—VI—T—477,673
Siegfried Ster, (Relaco Manufacturing Co.) New York, N. Y.
Ser. Dec. 16, 1944 D. U. Aug. 1938
REMINGTON—VI—M—472,710
Remington Rand, Inc., Buffalo, N. Y.
Ser. July 28, 1944 D. U. Nov. 29, 1940
RENTER, MAURICE—VI—ABCD —498,714
Maurice Renter Perfume Co., Inc., New York, N. Y.
Ser. Mar. 21, 1946 D. U. Feb. 6, 1946
REPLIQUE—VI—BC—510,077

Raphael Lopez, Paris, France
Ser. Apr. 27, 1946 D. U. June 1, 1945
RESIDOL VI T—500,253
Shell Oil Co., Inc., San Francisco, Calif.
Ser. Apr. 15, 1946 D. U. Mar. 8, 1946
RESIDOL VI—T—498,192
West Disinfecting Co., New York, N. Y.
Ser. Mar. 13, 1946 D. U. Sept. 28, 1945
REUNION—VI BC—474,859
Lentheric, Inc., New York
Ser. Oct. 4, 1944 D. U. Sept. 13, 1944
RO-SAE-LA VI C 495,902
Ela Gray Mergenthaler (Ela Gray) Manhattan Beach, Calif.
Ser. Feb. 2, 1946 D. U. July 15, 1945
ROCKET IV M—498,253
The Procter & Gamble Co., Cinn., Ohio
Ser. Mar. 14, 1946 D. U. Feb. 29, 1932
ROSE HEART RED VI C 487,858
The National Industries, Chicago, Ill.
Ser. Aug. 31, 1945 D. U. Aug. 9, 1945
ROSE ROMAIN VI—C 509,726
Rose Romain (Rose Romain Sales Co.) Cleveland, Ohio
Ser. Sept. 25, 1946 D. U. Oct. 16, 1928
Reg. 425,398 Nov. 12, 1946
ROUGHING IT VI—B 481,646
Parfums de Renel, Inc., Mount Vernon, N. Y.
Ser. Apr. 2, 1945 D. U. Oct. 15, 1944
RUB-A-DUB-DUB VI A 498,461
Stephen E. Riley (Stephen Riley Co.) Los Angeles, Calif.
Ser. Mar. 18, 1946 D. U. Oct. 15, 1945
RUGGED VI—B—498,725
Walter S. Sosin (Walstan Co.) New York, N. Y.
Ser. Mar. 21, 1946 D. U. Jan. 2, 1946

SADDLE BOW—VI B 493,516
Marie Richelieu Parfum Odesant Inc., New York, N. Y.
Ser. Dec. 18, 1945 D. U. Apr. 1941
SAVONAGIX—VI M 488,642
Fritzsche Brothers, Inc., New York, N. Y.
Ser. Sept. 18, 1945 D. U. July 31, 1945
SEMICOLON (Des.)—VI B 496,047
Punctuation Perfumes Inc., Bridgeport, Conn.
Ser. Feb. 5, 1946 D. U. Jan. 28, 1946
Reg. 424,768 Oct. 22, 1946
SHAKE-HANDS—VI—B 498,779
LeGalion, S. A. Neuilly, France
Ser. Mar. 22, 1946 D. U. Sept. 21, 1937
Reg. 425,657 Nov. 26, 1946
SILK-TOP VI—H—498,959
Valmore Prod. Co., Chicago, Ill.
Ser. Mar. 25, 1946 D. U. Jan. 5, 1946
Reg. 425,660 Nov. 26, 1946
SILVER FOAM—VI—A 487,710
Murray Frank & Assoc., Chicago, Ill.
Ser. Aug. 29, 1945 D. U. Jan. 1, 1944
Reg. 425,046 Oct. 29, 1946
SIMPATICO—VI—BC—491,987
Lentheric, Inc., New York, N. Y.
Ser. Nov. 21, 1945 D. U. Nov. 5, 1945
SING—IV—A—495,970
Hood Chemical Co., New York, N. Y.
Ser. Feb. 4, 1946 D. U. Jan. 4, 1946
SKALP-KARE—VI—H—493,210
Permasheen Chem. Co., Washington, Pa.
Ser. Dec. 13, 1945 D. U. Dec. 1, 1944
Reg. 423,418 Aug. 27, 1946
SKIP-ODO—VI—DM—493,132
Marcel Leduc, Rochester, New York
Ser. Dec. 12, 1946 D. U. Dec. 5, 1945
SMALL TALK—VI—BC—502,986
Lentheric, Inc., New York, N. Y.
Ser. May 29, 1946 D. U. May 15, 1946
SOFTONE (With des.)—IV—A 495,910
Saponified Prod. Co., Oakland, Calif.
Ser. Feb. 2, 1946 D. U. Aug. 1945
Reg. 425,224 Nov. 12, 1946
SOLARUM—VI—M 498,833
Joseph Genovese, (Genovese) New York, N. Y.
Ser. Mar. 23, 1946 D. U. Nov. 5, 1945
SORTILEGE—VI—B—498,780
LeGalion, S. A. Neuilly, France
Ser. Mar. 22, 1946 D. U. June 1937
Reg. 425,658 Nov. 26, 1946
SPIN—IV—M—505,809
The Climalene Co., Canton, Ohio
Ser. July 18, 1946 D. U. July 11, 1946
SPORTS WOMAN—VI BC—491,519
Frank Heinemann, Garden City, New York
Ser. Nov. 13, 1945 D. U. June 5, 1945

HILARY SAYS:

DO YOU whistle—while you work? (You might blow the scale off-key—and your scales off balance.)—I sing; not good,—not even loud. I'm not one of those tenor guys who gives out so that an empty champagne glass busts into splinters. I like mine full and unbusted.—But when a lusty, busty Opera Soprano makes with a clear High-C—that gets me all the way 'round. (And I don't care whether she's a red-head, blonde, brunette or black-tressed.)—That's a TOP-NOTE!

MAYBE you're out for a top-note yourself. Well, Brother,—better take to ALDEHYDILIA. Now here's really "sumptin".

AFTER World War I Aldehydes had their "Coming-Out-Party". In the last quarter of a century nothing quite as radical has been offered in the perfume industry. Aldehydes are used more universally in perfume compounds than possibly any other aromatics or essential oils. Aldehyde perfumes have been, during the past—and still are—among the most popular.—Pop,—what the public wants, better give 'em.

ALDEHYDILIA is not a discovery as was the case with X-Rays or an invention like Alexander Graham Bell's "give-me-a-ring-some-time"-instrument, which caused such an increased use of numbers and little black or red books—but it is NEW! It's new styling!—Sure, they built shoes 100 years ago,—they're still "shoes" today—but not made the same way. New Style, Toots.—The base is still the same but there's a big difference between First and Third.

ALDEHYDILIA can be added to many compounds for a new note—to change, to heighten, to embellish. Percentage? Suit yourself.—In any Cologne try it up to 10% and smell what happened!

OLD perfumers fought against aromatic chemicals being added to perfumes. They had to have the "scent" right from the flowers,—right from the essential oils themselves. Well,—we like flowers,—but us kids aint "Old Perfumers".

FOR that first part of the aroma that comes out of the bottle to you,—for that very fresh, flowery and fragrant prime whiff,—for that particular Aldehyde Top-Note: ALDEHYDILIA!

J. HILARY HERCHELROTH

representing

Cresp Martinenq Established 1782 Grasse, France
369 Third Avenue New York 16, N. Y.
In Havana: Lainz y Cia Aguiar 615

ESSENTIAL OILS AND AROMATIC PRODUCTS

Our Selection of the Month . . .

ROSE ORIENTALE

• A regal and pulsating fragrance, deceptive in intensity yet luxurious and dramatic when used in Colognes, Bath Powder, or talc. (Trial pound $8.00).

●

Three other exquisite Compounds include:

DANUBE
LAVENDER #3
CHYPRE #56

●

EUGENOL . . . To the Compounder of Perfume Oils we offer a superior base for Carnation and Oriental Bouquets.

●

Wire, 'phone or write . . .

Try us for quality, price, delivery, service. In addition to being direct importers, we also compound various standard and special items. Try us!

EDWARD REMUS & Co., Inc.
11 WEST 42nd STREET • NEW YORK 18, N. Y.
Cable Address: EDSUMER, NEW YORK

806 DELAWARE STREET KANSAS CITY (6), MO. | 209 S. STATE STREET CHICAGO, ILL.

SPRAYSECT—VI—T—485,928
Spray, Inc., Newark, N. J.
Ser. July 17, 1945 D. U. May 25, 1945
Reg. 425,436 Nov. 19, 1946

SQUIRE—IV—A—496,574
Richmond-Phillips, New York, N. Y.
Ser. Feb. 14, 1946 D. U. Dec. 20, 1945

STRATOSPHERE VI ABC —502,153
Parfums Schiaparelli, Inc., New York, N. Y.
Ser. May 15, 1946 D. U. May 7, 1946
Reg. 425,686 Nov. 26, 1946

STYLIS—IV—A—477,704
Katz Drug Co., (Colonial Lab.) Kansas City, Mo.
Ser. Dec. 18, 1944 D. U. 1939

SUDSEX IV—A—495,668
Hardesty Chem. Co., New York, N. Y.
Ser. Jan. 30, 1946 D. U. Jan. 8, 1946

SUD-ZEE (with des) IV A —482,090
Arnold W. Brown (Standard Lab.) Ypsilanti, Mich.
Ser. Apr. 13, 1945 D. U. May 1933
Reg. 425,371 Nov. 12, 1946

SUDZIT—IV—M—482,770
Jacob H. Spreiregen (Sudzit Co.) Jamaica Plains, Mass.
Ser. Apr. 28, 1945 D. U. Jan. 1, 1945
Reg. 425,429 Nov. 19, 1946

SULFA-DANGO—VI HM 485,395
S. A. Berry (Sulfa-Dango Lab.) Amarilla, Texas
Ser. 3 July 1945 D. U. May 13, 1944

SUNBLAZE—VI—BCE—490,476
Associated Prod. Inc., Chicago, Ill.
Ser. Oct. 25, 1945 D. U. Sept. 19, 1945
Reg. 426,935 Jan. 21, 1947

SUN FUN—VI—DES 498,198
Assoc. Prod., Inc., Chicago, Ill.
Ser. Mar. 14, 1946 D. U. Feb. 13, 1945

SUNTIME—VI CFHI 497,275
F. Anne Smith (Suntime Prod.) New York, N. Y.
Ser. Feb. 26, 1946 D. U. Oct. 30, 1945

SUPER H—VI—H 479,105
B & P Lab., Chicago, Ill.
Ser. Jan. 29, 1945 D. U. Dec. 2, 1944

SURREALISM—VI—B—497,176
Joe Grant & Dick Huemer, Glendale, Calif.
Ser. Feb. 25, 1946 D. U. Jan. 7, 1946
Reg. 426,969 Jan. 21, 1947

SWEET'N LOVELY—VI—ABC—495,425
Parfait, Inc., Chicago, Ill.
Ser. Jan. 19, 1946 D. U. June 1, 1945

SYBILANA—VI—C—489,796
Sybil E. Doud, San Francisco, Calif.
Ser. Oct. 11, 1945 D. U. Sept. 15, 1945
Reg. 426,927 Jan. 21, 1947

TAHINI—VI—B—494,177
Carrel, Ltd., Chicago, Ill.
Ser. Sept. 10, 1946 D. U. Dec. 3, 1937
Reg. 426,337 Dec. 24, 1946

TAKE-OFF—VI—D—476,755
Jacqueline Cochran, New York, N. Y.
Ser. Nov. 22, 1944 D. U. Oct. 26, 1940
Reg. 420,323 April 2, 1946

TEMPLE BELLS—VI—BC—477,288
Belcano Co., Jersey City, New Jersey
Ser. Dec. 7, 1944 D. U. Oct. 5, 1938

TERGE—IV—A—497,497
Quaker Chem. Co., Conshohocken, Pa.
Ser. Mar. 1, 1946 D. U. Jan. 21, 1946

TRESEC—VI—D—488,999
House of Westmore, Inc., New York, N. Y.
Ser. Sept. 26, 1946 D. U. Sept. 19, 1945
Reg. 423,743 Sept. 10, 1946

TETTER MOP—VI—T—423,414
Claude C. Long, (Tetter Mop Co.) Colquitt, Ga.
Ser. Oct. 15, 1945 D. U. 1930

THREE LITTLE WORDS (I Love You) —VI—B —497,608
George C. Hester, (Janet Hester), Glendale, Calif.
Ser. Mar. 4, 1945 D. U. Feb. 21, 1946

TICO-TICO (With des)—VI—B —499,337
Harry W. Mager (Patricia Cosmetics) Chicago, Ill.
Ser. Mar. 30, 1946 D. U. Dec. 1, 1945
Reg. 426,991 Jan. 21, 1947

TORTOISE SHELL—VI CE 488,870
Revlon Prod. Corp., New York, N. Y.
Ser. Sept. 22, 1945 D. U. Sept. 10, 1945
Reg. 425,535 Nov. 26, 1945

TOXOE VI—T—500,975
The Glidden Co., Cleveland, Ohio
Ser. Apr. 12, 1946 D. U. Mar. 16, 1922

TRO-JAN (With des)—IV—A—483,703
The Diversey Corp., Chicago, Ill.
Ser. May 23, 1945 D. U. Jan. 1930

TRYCE VI C—482,045
Charlton House, Inc., New York, N. Y.
Apr. 12, 1945, D. U. Mar. 1, 1945

TUTEAME VI BCE—481,085
Olive Smith, Chicago, Ill.
Ser. Mar. 19, 1945 D. U. Mar. 12, 1945

TWANG VI BC 477,289
Belcano Co., Jersey City, N. J.
Ser. Dec. 7, 1944 D. U. Oct. 5, 1938
Reg. 424,707 Oct. 22, 1946

TWIN VI ST—500,164
Chem. Concentrates Co., New York, N. Y.
Ser. Apr. 13, 1946 D. U. Mar. 1, 1946

TWINKLE TUB IV A 495,509
Home Prod. Lab., Jackson Heights, New York
Ser. Feb. 13, 1946 D. U. Dec. 27, 1945

UNIT (With des.) VI—BCHI—496,286
Tom Ung (United China Trading Co.) Los Angeles, Calif.
Ser. Feb. 8, 1946 D. U. Oct. 30, 1945
Reg. 424,223 Sept. 24, 1946

V-10—VI—G—492,132
Duart Manufacturing Co., Ltd., San Francisco, Calif.
Ser. Nov. 24, 1945 D. U. Oct. 1, 1940

VIOLET TIME—VI—B—482,183
Harry A. Simon (La Floreal Parfum Sales Co.) Hollywood, Cal.
Ser. Apr. 14, 1945 D. U. Mar. 5, 1945

VISITEURS DU SOIR—VI—BE—492,669
Jean Verglas, Paris, France
Ser. Dec. 4, 1945 D. U. May 6, 1943
Reg. 426,950 21 Jan. 1947

VOO-DOO—IV—A—495,928
Arthur E. Young (Voo-doo Chem. Co.) Long Beach, Calif.
Ser. Feb. 2, 1946 D. U. Aug. 20, 1945

VOOM—VI—BC—502,987
Lentheric, Inc., New York, N. Y.
Ser. May 29, 1946 D. U. May 14, 1946

WEED TOX—VI—T—483,788
Plant Prod., Corp., New York, N. Y.
Ser. May 25, 1945, D. U. Dec. 18, 1944
Reg. 425,431, Nov. 19, 1946

WHITE ORCHID—VI—C—475,925
Eleanore Price (White Orchid Cos. Co.) Hollywood, Calif.
Ser. Oct. 31, 1944 D. U. Oct. 19, 1944
Reg. 426,587 Dec. 31, 1946

WILLIWAW—IV—AC—495,911
Saponified Prod. Co., Inc., Oakland, Calif.
Ser. Feb. 2, 1946 D. U. July 1945

WONDRA—VI—AC—510,531
The Proctor & Gamble Co., Cinn., Ohio
Ser. May 6, 1946 D. U. Feb. 26, 1946

WOULDN'T YOU—VI—B—500,337
Evelyn Westall (Evelyn Westall Co.) New York, N. Y.
Ser. Apr. 16, 1946 D. U. Apr. 1, 1946

WYLON—VI—ABH—497,259
Mecos, Inc., New Orleans, La.
Ser. Feb. 26, 1946 D. U. Nov. 1, 1939

WYCO—VI—AHI—476,962
Gerald Corp. (Rocket Prod. Co.) St. Louis, Mo.
Ser. Nov. 28, 1944 D. U. Mar. 14, 1944

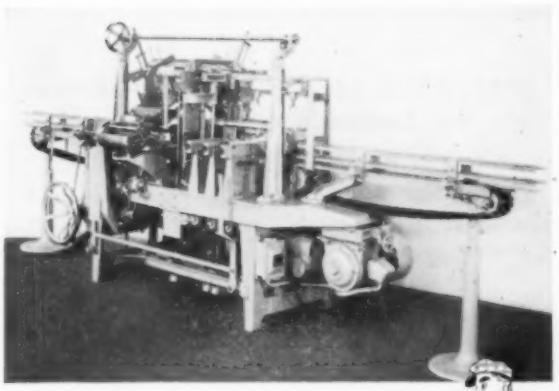
YANKY CLOVER—VI—BCH—485,553
Richard Hudnut, New York, N. Y.
Ser. July 3, 1945 D. U. 1932

YOUNG LAD—VI—AKH—501,276
Helene Pessl, Inc., New York, N. Y.
Ser. May 1, 1946 D. U. Dec. 12, 1945

ZO (With des)—VI—M—496,359
Zitoner Chem. Inc., New York, N. Y.
Ser. Feb. 9, 1946 D. U. Jan. 1936

44—VI—T—478,850
A. Bromm & Co., Evansville, Ind.
Ser. Jan. 22, 1945 D. U. June 7, 1944

1001 NIGHTS—VI BC 470,069
DeHeriot, Inc., Los Angeles, Calif.
Ser. May 9, 1944 D. U. Jan. 1944



The Gentlest Pull In The WORLD

WORLD'S *BEE-LINE* Labeler grips each container gently but firmly and *leads* it through the positioning, labeling and wiping operations on a *bee-line*.

There's no jostling, jarring, pushing, banging or crowding of the containers—no traffic jams or detours. Labels may be precisely located at any position on the container, when desired. Each container gets *three* controlled pressure wiping applications to assure smooth, firm, clean labeling.

You'll find it pays to BEE-LINE your labeling, and it's especially desirable on the modern light weight glass.

Send us samples of your labeled containers so we can give you the story on production and cost.

WORLD LABELERS

"YOU GET THE BEST LABELERS IN THE WORLD"

ECONOMIC MACHINERY COMPANY
WORCESTER, MASSACHUSETTS

WE ARE

Private Label Manufacturers of Toilet Preparations

ANALYTICAL AND CONSULTING CHEMISTS

Our chemists have manufactured and perfected many of the nationally known brands of toilet preparations.

We also develop complete lines.

Write today regarding your requirements.

GLORENE COMPANY

428 Madison St. Oak Park, Ill.

TL Beeswax

- PURE WHITE
- EXTRA QUALITY
- ABSOLUTELY PURE
- ABOVE U.S.P. STANDARDS

Samples will gladly be sent on request—at no obligation.

Serving The Trade For 96 Years

THEODOR LEONHARD WAX CO., INC.

HALEDON, PATERSON NEW JERSEY

Western Distributor: A. C. Drury & Co., 219 E. North Water St., Chicago, 11, Ill.

CHINESE ANISE OIL

CONSUMERS IMPORT CO., Inc.

Empire State Building New York 1, N. Y.

LOngacre 3-0415

JEAN NIEL, INC.

established in 1824 in Grasse, France

importers of floral essences and essential oils

basic perfume and flavor materials

305 EAST FORTY-SEVENTH STREET NEW YORK 17, N. Y. PLAZA 3-5974

The Trade-Marks listed here are dated January 7, 1947 through January 28, 1947 inclusive.

AMBATIN—VI—S—500,958
Kay Daumit, Inc., Chicago, Ill.
Ser. Apr. 26, 1946 D. U. Mar. 1, 1946

ATTAQUE—VI—AB—501,335
Parfums Corday, Inc., New York, N. Y.
Ser. May 2, 1946 D. U. Apr. 11, 1946

AYER DRY—VI—D—478,533
Harriet Hubbard Ayer, Inc., New York, N. Y.
Ser. January 12, 1945 D. U. Jan. 2, 1945
Reg. 427,038, Jan. 21, 1947

BARBER SHOP QUARTET—VI—C—490,539
Gordon Lane, Boston, Mass.
Ser. Oct. 26, 1945 D. U. Oct. 24, 1945

BERMUDA—VI—BC—498,826
Consolidated Cosmetics, Chicago, Ill.
Ser. Mar. 23, 1946 D. U. Nov. 18, 1940
Reg. 427,053 Jan. 21, 1947

BROMANIDE—VI—T—502,325
Poweraire Corp., Chicago, Ill.
Ser. May 17, 1946 D. U. Jan. 1945

CHEMI-I-KILL—VI—T—490,791
Chem. Assoc. of America, Inc., New York, N. Y.
Ser. Oct. 31, 1945 D. U. Sept. 20, 1945

COPYINX—IV—A 487,892
Copy Papers, Inc., Chicago, Ill.
Ser. Sept. 1, 1945 D. U. Jan. 1, 1932
Reg. 427,188 Jan. 28, 1947

COSMETRON—VI—CH—503,432
Delettrez, Inc., Long Island City, N. Y.
Ser. June 7, 1946 D. U. Apr. 2, 1946

DEOSAN—VI—ET—502,341
J. W. Spencer (Consolidated Drug Co.) New Orleans, La.
Ser. May 17, 1946 D. U. Aug. 1929

DYNASTY—IV—A—498,481
Assoc. Prod. Inc., Chicago, Ill.
Ser. Mar. 19, 1946 D. U. Mar. 13, 1946

ET CETERA—IV—A—498,430
Alfred D. McKelvy, New York, N. Y.
Ser. Mar. 19, 1946 D. U. Jan. 18, 1946

FINGERTIPS—VI—E—502,470
Studio Cosmetic Co., Los Angeles, Calif.
Ser. May 20, 1946 D. U. Jan. 14, 1937

GAY PLUMAGE—VI—CE—499,481
Harry Brode, Flushing, New York
Ser. Apr. 2, 1946 D. U. Mar. 1, 1946

GAY TAUNTREE—VI—BE—510,061
Alfred A. Flaster, New York, N. Y.
Ser. Apr. 27, 1946 D. U. Feb. 13, 1945

GLITTER—VI—BCE—498,197
Assoc. Prod. Inc., Chicago, Ill.
Ser. Mar. 14, 1946 D. U. Feb. 13, 1945

IN PERSON—VI—BC—481,884
De Heriot Inc., Los Angeles, Calif.
Ser. Apr. 19, 1945 D. U. Mar. 23, 1945

INSECT-O-BLITZ—IV—T—489,968
Industrial Management Corp., Los Angeles, Calif.
Ser. Oct. 15, 1945 D. U. Aug. 23, 1945

KENRA—VI—ACEFGH—492,500
Kenra Inc., Indianapolis, Ind.
Ser. Dec. 1, 1945 D. U. June 1929

LANGUAGE OF FLOWERS, KATE GREENAWAY, The—IV—A—495,684
Grace V. Neff, Chicago, Ill.
Ser. Jan. 30, 1946 D. U. Dec. 28, 1945

LE SONIER—(With des)—IV—AI—479,883
Le Sonier, Inc., Boston, Mass.
Ser. Feb. 16, 1945 D. U. 1938

LEA-SECRET of FIFTH AVENUE —VI —BCH —483,140
Ethel Lea Nore, Inc., Brooklyn, New York
Ser. May 9, 1945 D. U. 1935

LEA-TO-BAC—VI—BCH—483,141
Ethel Lea Nore, Inc., Brooklyn, New York
Ser. May 9, 1945 D. U. 1942

LIPSTEX—VI—BC—489,649
Bol, Ltd., New York, N. Y.
Ser. Oct. 9, 1945 D. U. Aug. 1, 1945
Reg. 427,041 Jan. 21, 1947

ME (With des)—VI—ABCHS—502,277
Coty, Inc., New York
Ser. May 17, 1946 D. U. May 13, 1946

MONITA—VI—ACHI—492,738
M. L. Ramirez (R. & R. Prod. Co.) Corpus Christi, Tex.
Ser. 492,738 D. U. Oct. 1933

MORANS—MORANS—VI—H—492,197
Rose M. Heifler, (Rose Mary) Brooklyn, New York
Ser. Nov. 26, 1945 D. U. July 1, 1945
Reg. 427,047 Jan. 21, 1947

MOTOR-MANOR (With des) IV—A—496,987
William Rossman (Motor Manors) Pecos, Tex.
Ser. Feb. 20, 1946 D. U. Dec. 15, 1945

MULTI-FACET—VI—B—512,081
Multi-Facet Diamond Corp. New York, N. Y.
Ser. Nov. 5, 1946 D. U. Sept. 30, 1946

NICHOLA PANOFF—VI—H—490,764
Nichola Panoff, East Chicago, Ind.
Ser. Oct. 30, 1945 D. U. Feb. 28, 1928

ODRY—VI—B—501,684
Odry Distributors, Los Angeles, Calif.
Ser. May 8, 1946 D. U. Jan. 29, 1946

PED-EZE—VI—T—474,795
Care E. Foster (Ped-Eze) Kansas City, Mo.
Ser. Oct. 2, 1944 D. U. Mar. 1, 1944

PERMAX—VI—T—501,721
The C. B. Dolge Co., Westport, Conn.
Ser. May 9, 1946 D. U. Oct. 1, 1945

PINEATED—VI—M—490,376
Paul V. Fleming (The Fleming Co.) North Adams, Mass.
Ser. Oct. 23, 1945 D. U. May 6, 1945
Reg. 427,043 Jan. 21, 1947

PIZZO'S (With des)—VI—H—502,531
Harry Pizzo, Havre de Grace, Maryland
Ser. May 21, 1946 D. U. Mar. 1, 1946

QUEEN'S RED—VI—501,454
House of Westmore, Inc., New York, N. Y.
Ser. May 4, 1946 D. U. Apr. 24, 1946

QUICKEE WATERLESS HAND CLEANER—IV—a—496,175
Tudor Chem. Specialties, Inc., New York, N. Y.
Ser. Feb. 7, 1946 D. U. Oct. 2, 1945

RED SIGNAL—VI—C—501,455
House of Westmore, Inc., New York, N. Y.
Ser. May 4, 1946 D. U. Apr. 24, 1946

RHIMYS ENDRI—VI—H—487,278
Rhimy Prod., Laurelton, New York
Ser. Aug. 18, 1945 D. U. Apr. 22, 1945

RIBBITS—VI—BCEHMT—497,370
Commandit. Ven. Chem. Rids, Ijmuiden, Neth.
Ser. Feb. 28, 1946 D. U. Oct. 29, 1945

ROYAL RAGE—VI—C—480,384
Kathleen Mary Quinlan, Inc., New York, N. Y.
Ser. Mar. 1, 1945 D. U. 1946

(To be continued)

SACHET PERFUME: We are having difficulty in producing sachet powder with an effective, lasting odor. Can you help us out? Thibodeaux

Undoubtedly, what you need is a perfuming preparation containing a good fixative especially prepared for use in sachets. Since this calls for a high order of skill in compounding, I would suggest that it would be far simpler for you to contact the perfume houses that advertise in our publication.

Colors...

for COSMETICS

Repeat sales depend upon uniformity and brilliancy of color.

We guarantee you a perfect matching of your submitted sample.

Certified Colors

EARTH PIGMENTS SAPONINE

LEEBEN CHEMICAL CO., Inc.
389 Washington St., New York City 13 WA 5-0210

CANADA

Old-established Manufacturing Firm with complete sales representation and branches across Canada, dealing directly with Drug, Department and Chain Stores, desires to contact manufacturers (other than Perfumes and Soaps) with a view to manufacturing and distributing their products in Canada.

On account of the extent of the Canadian territory with its few large cities, and otherwise sparse population, this plan for volume operations and lessened overhead should be mutually and financially advantageous. Strictly confidential.

Address—Manufacturer, P.O. Box 457
Montreal 3, CANADA

Professional Service

THE COLUMBUS LABORATORIES
Analytical and Consulting Chemists
Bacteriologists

We have been solving problems pertaining to foods, drugs and cosmetics since 1893.

33 N. STATE ST. CHICAGO, ILL.

H. A. SEIL, Ph.D. E. B. PUTT, Ph.C., B. Sc.

SEIL, PUTT & RUSBY, Inc.

Analytical and Consulting Chemists
Formerly Experts for U. S. Dept. of Agriculture

Analyses Made — Formulas Developed
Research Investigations Conducted

Specialists in the Analysis of

Beverages	Essential Oils
Flavoring Extracts	Toilet Preparations
Foods — Spices	Drugs
Proprietary Medicines	Special Formulas

Pyrethrum, Rotenone and other Organic Insecticides

Lab's: 16 East 34th St. New York, N. Y.
Telephone MUrray Hill 3-6368

Consult
Z. H. POLACHEK
Reg. Patent Attorney
1234 BROADWAY (At 31st)
New York I, N. Y.
Phone: LO. 5-3088

GEORGE W. PEGG, PH. C.
CONSULTANT
Drugs — Cosmetics — Industrial Alcohol
Flavoring Extracts
Labeling — Formulas — Processes
152 West 42nd St., New York 18, N. Y.
Telephone Wisconsin 7-3066
Washington Address: 2121 Virginia Ave., N.W.
Washington 7, D. C. c/o Dr. George W. Hoover

---

*ARLINCO RESEARCH LABORATORY, INC.

Research, Formulation and Application to the Industry.
Ethical Pharmaceuticals, Drugs, Cosmetics and Perfumery.

333 W. 52nd St., New York 19, N. Y.
Circle 6-7924

* A-R-L-inco means: Applied Research Laboratory, Incorp.

MARKET RESEARCH
on Chemical Products
BJORKSTEN RESEARCH LABORATORIES
185 North Wabash Avenue
Chicago 1, Illinois
ANDover 1726

DRUG and COSMETIC BOOKS!
We can supply any book in any language in the chemical and technical fields.
ABERDEEN BOOK CO.
65-69 Fourth Ave., New York 3, N. Y.
ORchard 4-0353

Classified

Machinery for Sale

FOR SALE: 2—Alsop Sealed Disc Filters, 20 & 30 Disc; 1—Pneumatic Scale 8 Spout Vacuum Filler with automatic capper; 6 Mikro Pulverizers, Bantam & 1SI; 1—Karl Kiefer Visco Type Piston Filler; 17—Stokes Single and Rotary Tablet Machines, from ½" to 2½"; 10—12" Belt Conveyors, 10' to 50'; 6—New 1000 and 2000 lb. Powder Mixers; 8 Stainless Steel Kettles, 60, 80, 100, 150, 300 gal.; 12—Stainless Steel Tanks, 100 to 1500 Gal.; Powder and Liquid Filling Machines; Burt, World, National Can and Bottle Labelers; Filters; Pumps; etc. Complete Bulletin on request. We buy your surplus equipment. Brill Equipment Company, 225 West 34th Street, New York 1, New York.

EVERYTHING UNDER ONE ROOF: Engineering service and consultation; warehouse, machine shops, offices; largest index of available equipment in the country. Comminuting Machines, 25 Fitzpatrick, Model D, Stainless. Hammermills and Grinders. Sterilizers or Retorts, New and used; vertical and horizontal. Filter Presses, Wood, Iron, Aluminum; all sizes; open and closed delivery. Filling Equipment, for dry materials, juices, liquids, and viscous materials. Dryers, Steam gas, or electrically operated. Kettes and Tanks, Prompt shipment, new, stainless, all sizes. Packaging Equipment, Labelers for spot or wrap-around labeling; semi or fully automatic. Wrapping and cartoning equipment. Tablet Machines, Stokes, Stokes & Smith, Colton, etc. "First" pays fair prices for your used equipment. First Machinery Corp., 157 Hudson St., New York City 13.

FOR SALE: 2 Colton A. F. Automatic Jar Filling Machines with electrically heated Jacketed hoppers. Box A-4, DRUG & COSMETIC INDUSTRY.

BOTTLERS FILLERS: New Pilgrim 8 spout gravity fillers. Bottles 4 ounces to gallon, immediate delivery; Hugh J. McMackin Co., 240 Milk St., Boston, Mass.

FOR SALE: 2 Stokes & Smith Model GI Powder Fillers; 6 Copper Coating Pans 24", 30", 38"; 4 weeks McDonald Automatic Labellers, 1 World Semi-Automatic Labeller; 1 Capem 4 Head Automatic Capper; 1 Pneumatic Scale 6 Head Automatic Capper; 1 Samco Semi-Automatic Vacuum Filler; 1 U. S. 8 spout Syphon Filler S. S.; 22 S.S. Tanks 60, 100, 200 gal.; 11 New S.S. Kettles, 100, 150, 200 Gal., 50 Copper Kettles, 25 to 300 Gal.; 2 K. K. 72 Stem Rotary Bottle Rinsers; 6 Colton No. 2 Rotary Tablet Machines; 2 Stokes RD 4 Single Punch Tablet Machines; 1 Ertel 6 Disc Filter, 12" diam.; 2-25' Belt Conveyors 12" belt and 10" workboards ¼ and ½ HP. Ex. Pf. Portable Agitators. WHAT HAVE YOU FOR SALE? SEND FOR LATEST BULLETINS. MACHINERY & EQUIPMENT CORPORATION, 533 West Broadway, New York 12, New York.

3—World or Ermold Semi-automatic Labeling Machines. 20—Aluminum, Copper, Glass Lined, jacketed and agitated Kettles. 1—Colton No. 3 Toggle Press. 3—Stokes Steam Water Stills, 5, 10, 35 gal. per hour. 2—60 gal. Aluminum Steam jacketed Kettles. 1—80 gal. Aluminum Steam jacketed Kettle. 2—Stokes "R" Single Punch Tablet Machines make—2½" dia. tablet. 3—Stokes "F" Single Punch Tablet Machines. 2—J. H. Day No. 600 Dry Powder Mixers. 7—Copper & Aluminum jack. agit. Vacuum Pans to 1200 gal. cap. 18—Dryers single & double drum, atmospheric and Vacuum Type. All sizes. 4—150 gallon Stainless Steel Tanks. 52—Rectangular closed Aluminum Storage Tanks, 650 gal. and 800 gal. 2—24" x 24" plate and frame Filter Presses. 1—Stokes No. 2 gear type Tube Filler. 1—Colton No. 2 worm type Tube Filler. 1—Stokes Tube Closer & Clipper. 1—Colton No. 3 Tube Closer and Clip Fastener. Only a partial listing. Send us your inquiries. Consolidated Products Co., Inc., 20-21 Park Row, New York, N. Y.

FOR SALE: 10-Sperry 32" Iron Filter Presses; Devine 4 Shelf Vac. Dryer. 75—36" x 36" Cast Iron Filter Press Plates; 2—Baker Perkins size 15, 100 gal. Jack. Mixers; 4—Rotex Sifters 20" x 81" three deck; 2—Stokes RD 4 Rotary Tablet Machines 16 die openings, 1-3/16" dia., 5/16" & 7/16"; Stokes No. 149B High Vacuum Pump; New 40 gal. Pony Mixers; New Stainless steel Tanks 100 to 1000 gals.; Stainless Steel, Alum., & copper Jacketed Kettles, 40 to 375 gals.; New Portable electric Agitators ¼ to 2 HP; 60 gal. agitated steel jack. Kettles; 2000 lb. Steel Powder Mixer; 9 to 250 gal.; single & double arm, heavy duty, horiz. Mixers; Paste, Powder & Liquid Mixers; Kettles & Tanks Grinders, Crushers & Pulverizers; Sifters & Screens; Stills & Colums; Filters & Filter Presses; Dryers; Centrifuges; Pumps; Water Stills Blowers, Roller Conveyor. We buy your surplus equipment. Stein Equipment Co., 426 Broome St., New York 13, N. Y.

Machinery Wanted

HIGHEST PRICES PAID FOR GOOD EQUIPMENT. FIRST MACHINERY CORPORATION, 157 Hudson St., New York 13, N. Y.

GET MORE FOR YOUR SURPLUS EQUIPMENT: List it with our bureau and sell directly to the next user. 50,000 manufacturers get our offerings regularly. They need such units as Fillers, Mixers, Labelers, Tablet Machines, Pharmaceutical Equipment, or what have you to sell. For quicker action and better price, send full details and your price to Equipment Finders Bureau, 6 Hubert St. New New York 13, N. Y.

WANTED: A good used Viscolizer or homogeniser. Give size, make, price and condition in first letter. Box A-1, DRUG & COSMETIC INDUSTRY.

WANTED—good used colloid mill, small to medium size. Give price and guarantee in your reply. Box A-6, DRUG & COSMETIC INDUSTRY.

Help Wanted

WELL established upstate New York pharmacal company desires the services of a pharmacist or chemist who is qualified to eventually take over production management. Must be willing to accept responsibility after a few months of service. Write in detail to Box A-5, DRUG & COSMETIC INDUSTRY.

CO-ORDINATOR, in research division of well-established pharmaceutical manufacturer. Should be between 25 and 30, and have basic training in a science, preferably organic chemistry. The job is to share responsibility for the control of research projects from start to finish, in conjunction with a scientific director. Emphasis on tact, judgement and persistency. In answering, state fully your professional and business background, also all personal data. Dept. IX—P. O. Box 599, Wm. Penn Annex, Philadelphia 5, Penna.

TABLET COATER. Must have a thorough knowledge of enteric coating. Steady job. State in detail training and previous experience; also, salary expected. Box A-2, DRUG & COSMETIC INDUSTRY.

Situation Wanted

PHARMACIST-C H E M I S T—thoroughly experienced tablets, creams, jellies, ampoules, suppositories—now connected but desires to change as supervisor or assistant in pharmaceutical manufacturing plant. Ability to formulate—organise—and get production. Box A-7, DRUG & COSMETIC INDUSTRY.

PLANT or PRODUCTION MANAGER Chemical Engineer experienced in chemicals, cosmetics, pharmaceuticals, electrochemicals, foods, packaging. Interviews solicited. Box A-3, DRUG & COSMETIC INDUSTRY.

Business Opportunities

WILL PURCHASE for cash all your reformed, reconditioned, obsolete and surplus stocks of bottles, jars or caps for immediate shipment. Canal Industries, Inc., 122 South Michigan Ave., Chicago 3, Illinois.

COSMETIC & PHARMACEUTICAL EMULSIONS, DETERGENTS. Manufacturing facilities up to 200 gross per month available on contract basis. We furnish formulas or manufacture according to specifications. Crestmont Laboratories, 50 Leroy St., Binghamton, N. Y.

CONSULTING LABORATORY for the Manufacture of Cosmetics, Pharmaceuticals etc. Dr. H. Salfield, 19 Valley Road, White Plains, N. Y.

REGISTERED COSMETICS TRADE-MARK for sale. No. 291468, class 6. Your own individual. Used on lipstick, powder, perfume. Successfully operated with Color-Chart Cosmetics. Personality-Chart Perfumes. Address T. M. Owner, 3518 Lindemann, Racine, Wisc.

SWITZERLAND—Well established swiss firm of Manufacturing Chemists, Pharmaceutical and Cosmetics, are open to manufacture under license or import for the Swiss, Belgian and Dutch Market. Enquiries solicited. Write to Diva-Laboratories Ltd., Wotanstr. 10/12, Zurich, Switzerland.

ENGLISH COSMETICS. The Managing Director of a leading English Cosmetic House will be visiting America shortly with the object of appointing a sole distributor. This agency offers wide scope to an energetic distributing organization, and fullest co-operation is assured. Write giving fullest particulars of trade connections and territorial coverage to, "Cosmetics" % Arthur Knight Co. Ltd., 20 Blackfriars Lane, London, E. C. 4 Eng. All replies will be treated in strictest confidence.

SELL NOW! Prices are high! Wanted: Chemicals, Dyes, Drugs, Oils, Pharmaceuticals, Solvents Residues, By-Products-Wastes. Chemical Service Corp., 84 Beaver St., New York 5, N. Y.

MERITA

LAMBSWOOL PUFFS

. . . are preferred wherever fine packages are prepared. Any size or shape for face and bath powder, compacts and rouge.

Write For Details To

MERITA, INC. 25 SPRUCE STREET NEW YORK 7, N. Y.

For Butter Type Flavors

Acetyl Methyl Carbinol (Acetoin)
Acetyl Butyryl, Acetyl Valeryl
Diacetyl

For Pineapple Imitations

Allyl Caprylate Allyl Heptylate

FAIRMOUNT CHEMICAL CO., Inc.

Manufacturers of Flavor and Perfume Chemicals
600 Ferry Street NEWARK 5, N. J.

GUMS

TRAGACANTH

QUINCE SEED ARABIC KARAYA

GALL NUTS

D. S. DALLAL & CO.

261 Fifth Ave., New York 16

IMPORT MUrray Hill 3-8646 EXPORT

CERTIFIED COSMETIC COLORS

Also

COSMETIC Inorganic Pigments

SUBMIT YOUR INQUIRIES

INTERSTATE COLOR CO., INC.

7 Beekman Street New York City

BENZOIC ACID U. S. P. and Tech.
BENZYL ALCOHOL F. F. C.
BENZYL BENZOATE 98-100%
ETHYL AMINO BENZOATE U.S.P.
SODIUM BENZOATE U.S.P.
TERPIN HYDRATE U.S.P.

Booklet describing "Seydel" fine chemicals available on request.

SEYDEL CHEMICAL COMPANY

Established 1904 **JERSEY CITY 2, N.J.** Cable Address "SIZOL"

Imported Fatty Alcohols:

cetyl, oleyl, stearyl

A. MICHEL AND COMPANY, INC.
90 BROAD STREET · NEW YORK 4, N. Y.

Quality sells because Quality tells

falba

Reg. U. S. and Foreign Countries

ABSORBS 5 TIMES ITS WEIGHT OF WATER

THE ORIGINAL ABSORPTION BASE

Write for suggested formulae

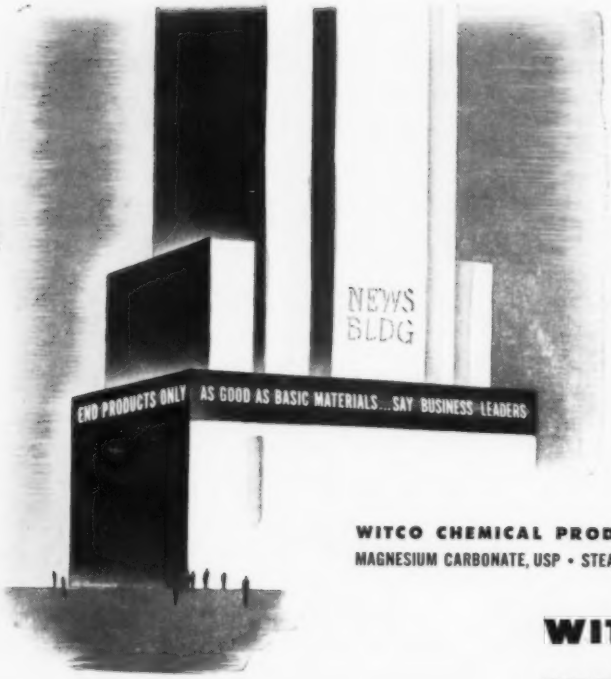
Pfaltz & Bauer, Inc.

EMPIRE STATE BLDG., NEW YORK 1, N. Y.

POLAK & SCHWARZ, INC.

667 Washington St. New York, N. Y.

Perfume Bases
Compositions and Specialties
Essential Oils Flower Oils
Terpeneless Oils Aromatic Chemicals
Ethers and Esters
Flavors and Extracts



Witco basic products are developed and produced through a program of research, pilot plant investigation and scientific manufacturing methods. As a result, the finished products made with Witco materials . . . by their outstanding performance . . . will effectively meet the highly competitive, hard-selling era that lies ahead.

If you have a basic-materials problem in any of your products, Witco's modern technical service and research facilities can give you reliable assistance. And we shall be glad to send you literature and samples at your request.

WITCO CHEMICAL PRODUCTS FOR THE DRUG & COSMETIC INDUSTRY

MAGNESIUM CARBONATE, USP • STEARATES, USP • MAGNESIUM OXIDE, USP • ZINC OXIDE, USP • STEARIC ACID

WITCO CHEMICAL COMPANY

MANUFACTURERS AND EXPORTERS

295 MADISON AVENUE • NEW YORK 17, NEW YORK

BOSTON • CHICAGO • DETROIT • CLEVELAND • AKRON • LOS ANGELES
SAN FRANCISCO • LONDON AND MANCHESTER, ENGLAND

ADVERTISING INDEX

Abbott Laboratories 558
Advanced Cosmetics, Inc 510
Albek, Inc., Albert 558
Alsop Engineering Corp 525
Aluminum Seal Co ..... Insert facing 520
American Aluminum Ware Company 569
American Cholesterol Products, Inc 539
American Cyanamid Company ..... Ins. facing 521-528
Anchor-Hocking Glass Corp. ..... Insert facing 492-496
Andresen, J. C 569
Armstrong Cork Co ..... Insert facing 484-505
Aromatic Products, Inc ..... Insert facing 440
Atlas Powder Co 506
Avon Allied Products, Inc 455
Baker & Adamson ..... Insert facing 460
Baker Chemical Co., J. T ..... Insert facing 504
Barnett & Sons, Samuel 501
Beauty Fashion 460
Bendix Chemical Corp 569
Benzol Products Co 552
Bernardin Bottle Cap Co 497
Braun Company, W 500
Broder Industries, Inc 496
Brown Bag Filling Machine Co 526
Buffalo-Electro Chemical Co., Inc 513
Burke Company, Edward S 550
Bush Aromatics, Inc 579
Bush & Co., W. J 538
Calco Chemical Division 448
Calif. Fruit Growers Exchange ..... Insert between 452-543; 538
Carbide & Carbon Chem. Corp. ..... Insert facing 513
Carr-Lowrey Glass Co 499
Chem-Arom Co., The 539
Chemical & Process Machinery Corp 527
Chrystal & Co., Charles B 548
Colton Co., Arthur 526
Commercial Plastics Company 560
Commercial Solvents Corp 454
Consumers Import Co., Inc 584
Crown Cork & Seal Co 494
Crown Cork Specialty Corp ..... Insert facing 489
Dallal & Co., D. S 587
Danco, Inc., Gerard J 534
Devold Oil Co., Inc., Peder 534
Dodge & Olcott, Inc ..... Insert between 452-453
Dow Chemical Co ..... Insert facing 436
Dreyer, Inc., P. R ..... Insert facing 545
Drew & Co., Inc., E. F 449
Drug Products Co., Inc 543
Duche & Sons, Inc., T. M 542
du Pont de Nemours & Co., E. I ..... Insert facing 512
Durlin Corp ..... Insert facing 457
Economic Machinery Co 583
Eppenbach, Inc 527
Ertel Engineering Corp 554
Essential Aromatics Corp 447
Evans Chemetics, Inc 442
Ever Ready Label Corp 500
Exact Weight Scale Co 522
Fairmount Chemical Co., Inc 587
Felton Chemical Co., Inc ..... Insert facing 544
Filter Paper Co 524
Fine Organics, Inc 560
Firmenich & Co., Inc ..... Cover 4
Florasynth Labs., Inc ..... Insert facing 453
Food Research Laboratories, Inc 554
French, Inc., Benj 535
Fritzsche Bros ..... Insert between 536-537
Gair Co., Inc., Robert 490
Gardner-Richardson Co ..... Insert between 448-449
General Drug Co 550
Gesell, Inc., R 552
Givaudan-Delawanna, Inc. ..... Insert between 436-437
Glorene Company 584
Goldschmidt Chem. Corp ..... Insert facing 456
Greeff & Co., R. W 569
Gunning & Gunning 555
Hagerty Bros. & Co 526
Helfrich Labs., Inc ..... Insert between 456-457
Hema Drug Co., Inc 548
Herchelroth, J. Hilary 581
Heyden Chemical Corp ..... Insert facing 444
Hoffmann-LaRoche, Inc 546
Hooker Electrochemical Co 441
Hormann & Co., F. R 554
House of Hollywood 539
Hubbert & Son, Inc., B. H 535
Huisking & Co., Inc., Chas. L 534
Illinois Water Treatment Co 576
Industrial Chemical Sales ..... Cover 2
Inland Alkaloid Co 556
Interstate Color Co., Inc 587
Intramed Co., Inc 556
Ivers-Lee Company 521
Jelly & Co., Walter H 560
Kachurin Drug Co 531
Katz & Co., Dr. Alexander 447
Kelton Cosmetics Co 571
Kessler Chemical Co ..... Insert facing 487
Kiefer Machine Co., Karl ..... Insert facing 517
Kimble Glass Co ..... Insert facing 488
Kohnstamm & Co., H ..... Insert between 460-461
Kolmar Laboratories ..... Insert facing 437
Koster Keunen Mfg. Co., Inc 530
Kraft Foods Co 444
Krim Ko Company 558
Lanaetex Products Sales Company 538
Leeben Chemical Co., Inc 585
Lemke & Co., B. L 542
Leonhard Wax Co., Theodor 584
Lowe Paper Company 489
Lueders & Co., George 445
Lusteroid Container Co 500
Magnus, Mabee & Reynard, Inc. ..... Insert facing 441
Mallinckrodt Chemical Wks ..... Insert facing 461
Merck & Co., Inc 446
Merita, Inc 587
Metal-Glass Products Co 525
Michel & Company, Inc., M 587
Miller Protecto Products Company 501
Miranol Chemical Co., Inc 572
Monsanto Chemical Co ..... Insert facing 493
Moutet, J. Henri 575
National Can Co 486
Naugatuck Aromatics 443
Neumann, Buslee & Wolfe, Inc 543
New England Collapsible Tube Co 433
New Jersey Zinc Co 570
N. Y. Quinine & Chemical Works 457
Niel, Inc., Jean 584
Norda Essential Oil & Chemical Co 456
Orbis Products Corp ..... Insert between 456-457
Owens-Illinois Glass Co ..... Insert facing 485
Oxzyn Company 453
Package Machinery Co 514
Paisley Products, Inc 482
Palm Fechteler Co 560
Palmers, Limited 585
Parento Co., Compagnie ..... Insert between 460-461
Paris Cosmetics, Inc 436
Parsons Imports, M. W 531
Penick & Co., S. B ..... Insert between 448-449; 452
Pennsylvania Glass Products Co., Inc 492
Pennsylvania Refining Co ..... Insert facing 533
Perl-Oussani Machine Mfg. Co 527
Pfaltz & Bauer Co., Inc 587
Pfizer & Co., Inc., Chas 502
Plaskon Division (Libby-Owen-Ford) 498
Plastic Assembled Products, Inc 543
Polak & Schwarz, Inc 587
Potdevin Machine Co 552
Powell & Co., Inc., John 530
Prentiss & Co., R. J 578
Purocaine, Inc 580
Remus & Co., Inc., Edward 582
Richford Corp 550
Robert, Inc., Henri 450
Robinson Wagner Co 437
Rodgers Company, Inc., George C 554
Ross, Co., A. H ..... Insert facing 516
Roure-Dupont, Inc ..... Insert facing 445
Santoine Company of America, Inc 534
Savon Products Company 555
Schimmel & Co., Inc 438
Seeley & Co., Inc 558
Seydel Chemical Co 587
Stanton Laboratories, Inc 574
Standard Cap & Molding Co 491
Standard Oil Co. (Indiana) 435
Standard Pharmacal Co 555
Stokes Machine Co., F. J 518
Stokes & Smith Co 522
Strong, Cobb & Co., Inc 451
Sturge Ltd., John & E ..... Insert facing 532
Summit Chem. Products Corp ..... Insert facing 529
Swindell Bros., Inc 495
Synfleur Scientific Labs., Inc ..... Insert facing 449
Syntomatic Corp ..... Insert facing 452
Thurston & Braidich 538
Tombarel Products Corp 577
Totus Manufacturing Co., Inc 493
Trade Mark Record Book 458, 459
Triangle Packaging Machinery Co 548
Tuteur Bio-Chemicals, Inc 585
Ungerer & Co., Inc ..... Cover 3
Union Carbide & Carbon Corp ..... Insert facing 513
U. S. Automatic Box Machy Co 523
U. S. Bottlers Machinery Co 524
U. S. Industrial Chemicals, Inc ..... Ins. bet. 508-509
van-Ameringen-Haebler, Inc ..... Ins. bet. 440-441; 542-552
Vanderbilt Co., R. T ..... Insert facing 448
Van Dyk & Co ..... Insert between 540-541
Verley & Co., Albert 542
Vorac Company, The 440
Wesley Associates, The 573
Welch, Holme & Clark, Inc 526
Wigton-Abbott Corporation 556
Will & Baumer Candle Co 588
Witco Chemical Co 555
Wolf & Co., Jacques 439
Zimmerman Incorporated, W. F 439

roduced
investi-
ls. As a
tco ma-
. . . will
l-selling

any of
vice and
sistance.
ure and

TRY
IC ACID

ANY

YORK

OS ANGELES
, ENGLAND

453
514
482
560
585
en 460-461
436
531
8-449, 452
492
facing 533
527
587
502
498
543
587
552
530
578
580
582
550
450
437
554
facing 516
facing 445
534
555
438
558
587
574
491
435
555
518
522
451
facing 532
facing 529
495
facing 449
facing 452
538
577
493
458, 459
548
585
Cover 3
acing 513
523
524
508-509
440-441
542, 552
acing 448
n 540-541
542
440
573
526
556
588
555
439